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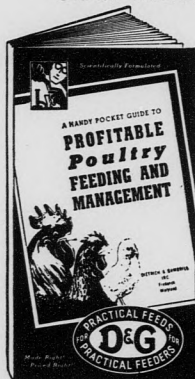
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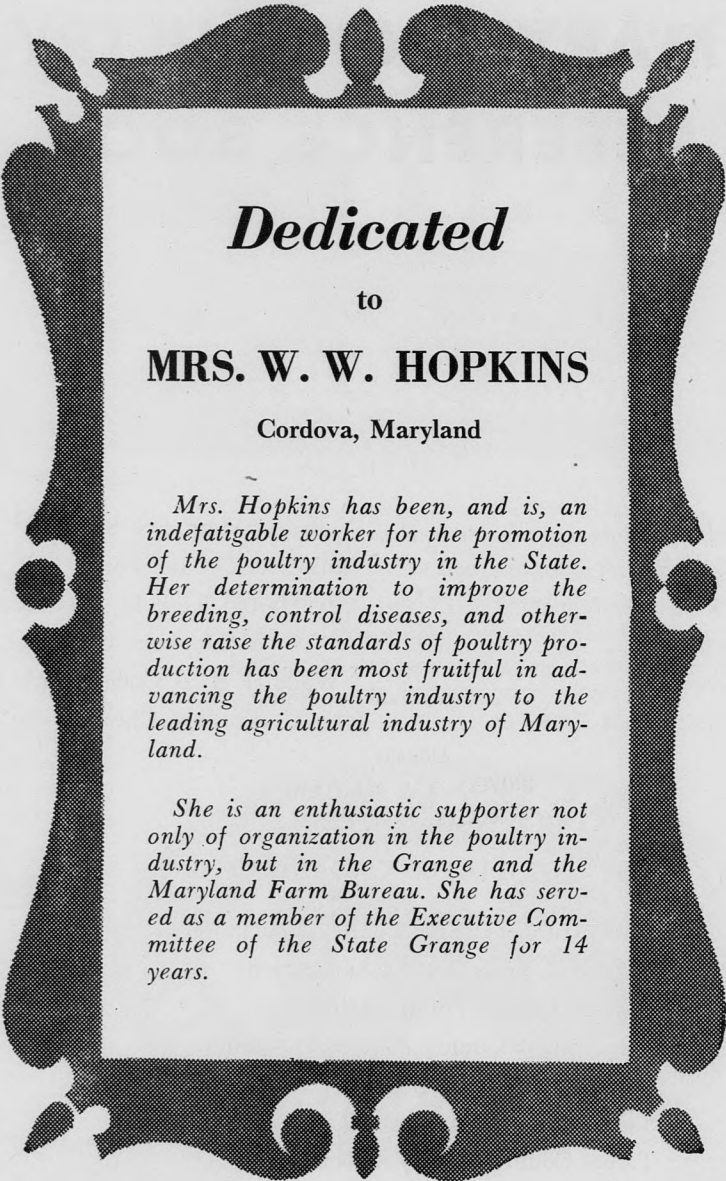
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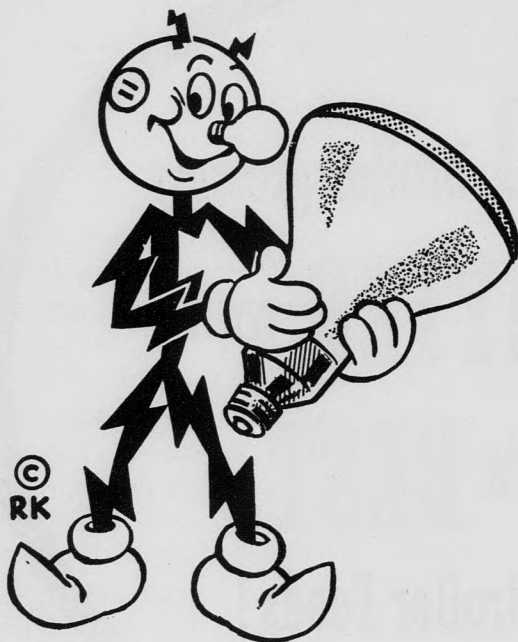
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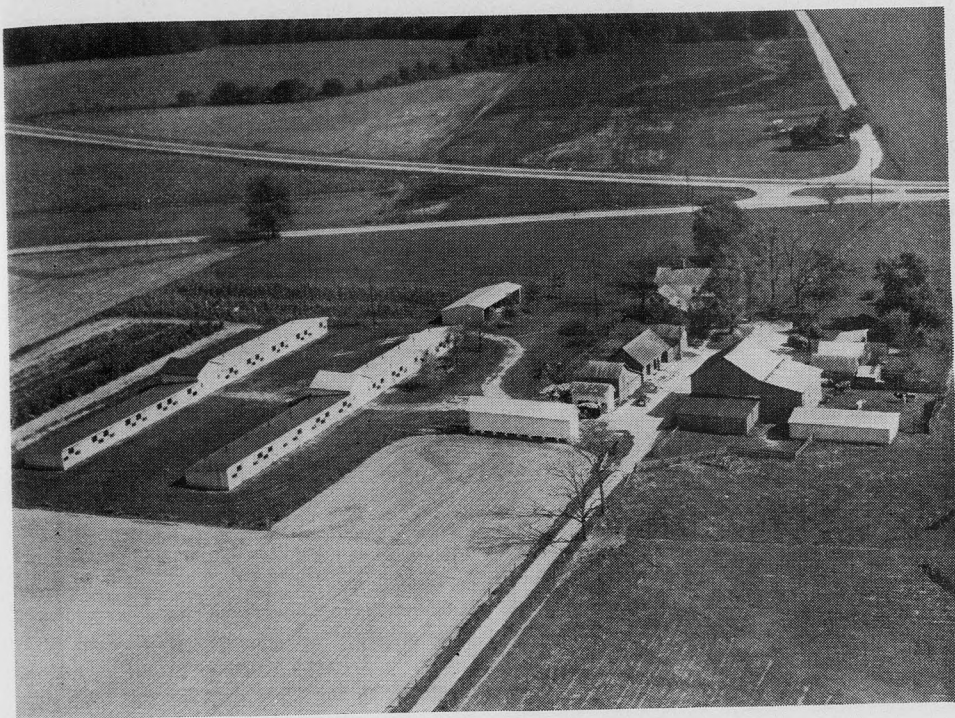
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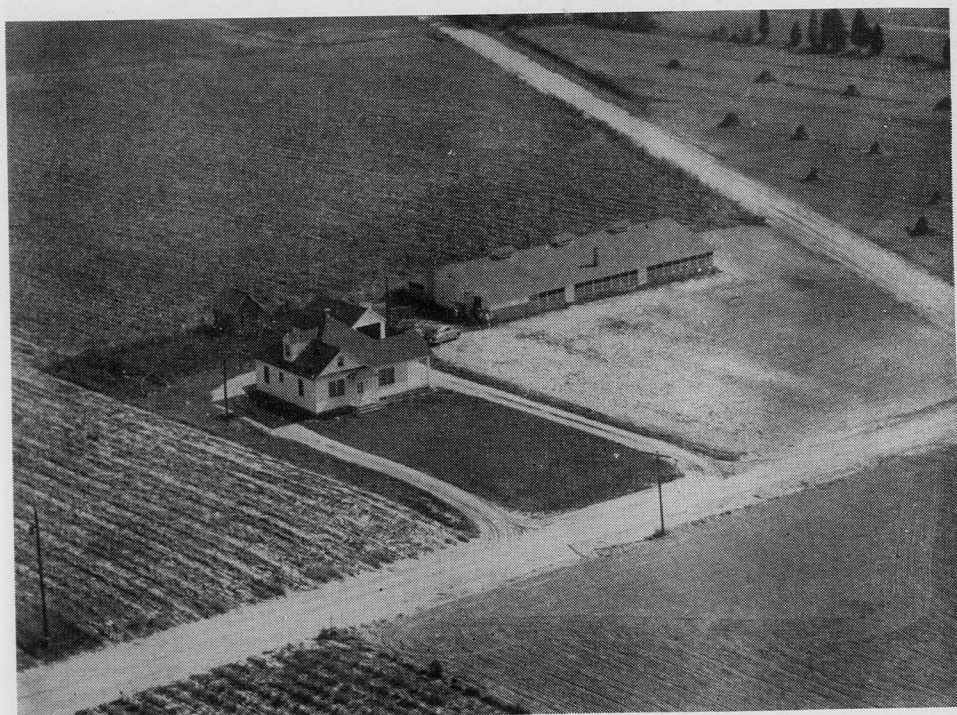


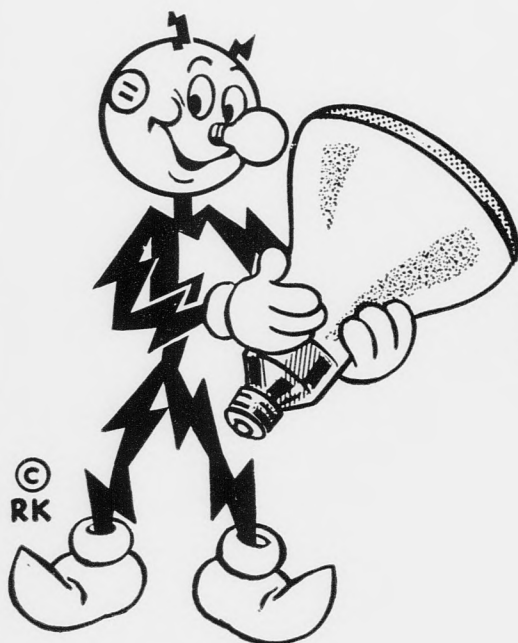
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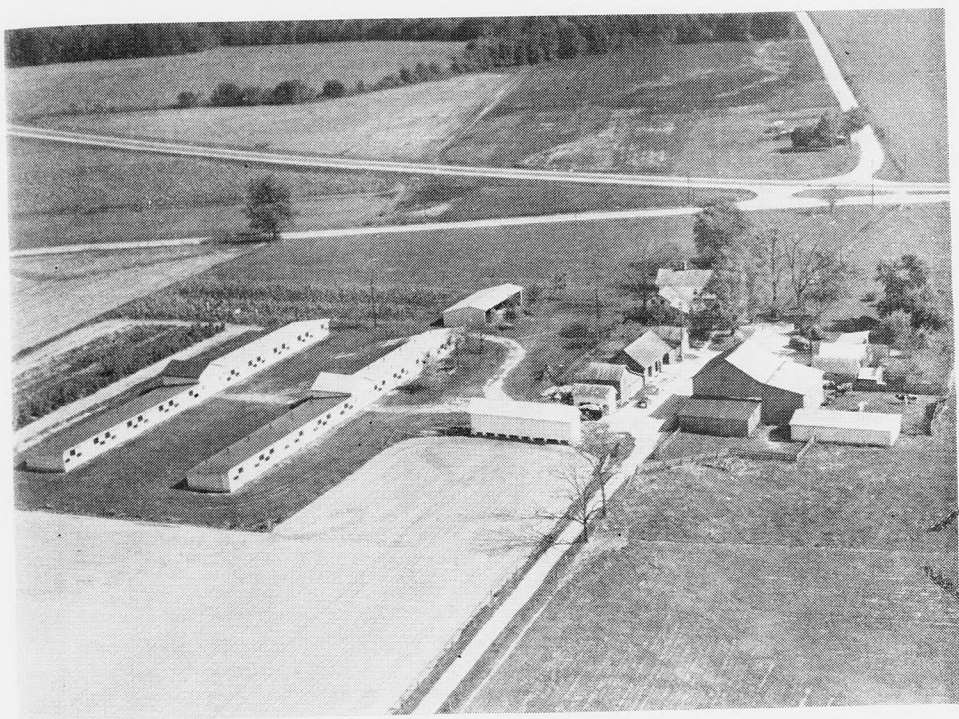
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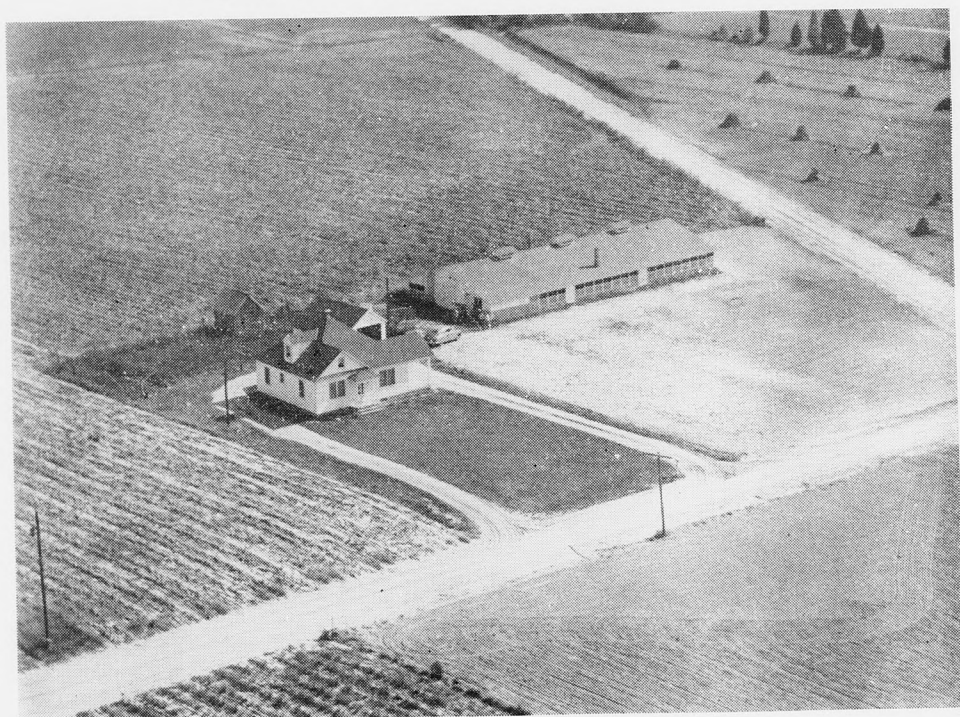


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WIDE TYPE BROILER HOUSE LOWERS COST OF PRODUCTION

By HAROLD D. SMITH

*Assistant Professor, Department of Agricultural Economics and Marketing
University of Maryland*

In a recent survey made of the types of broiler houses and equipment being used by broiler growers on the Eastern Shore it was found that broiler costs were being reduced by the use of the wide type house. Actually the narrow house, ranging in size from 18 to 24 feet wide and up to 600 feet long, is cheaper to build than the wide type. However, the cost of producing broilers is less in the wide house due to labor saving devices made possible by the added width of the house, according to the survey made by the Department of Agricultural Economics and Marketing of the University of Maryland.

Many of the narrow houses have a shed roof and windows along one side of the building, while the wide houses have an A-type roof, windows on two sides and a roof ventilator. The newer houses are equipped with a central heat installation resulting in the saving of both fuel and labor, according to statements made by growers contacted in the survey. Wide houses are more convenient from the standpoint of distributing litter and chicks, when starting a new flock. Furthermore, the cleaning job (by having a driveway through the center of the building) is made easier in the wide house.

Narrow House Cheaper To Build

The narrow house costs slightly less per square foot to construct than the wide house when built of the same material. Data taken from the survey showed that narrow houses built of frame cost an average of 84 cents, while wide houses built of the same material cost 94 cents per square foot. The cost comparison made for narrow and wide houses built of masonry block was \$1.38 and \$1.49 respectively.

In comparing the cost of construction for all houses regardless of width, those

built of frame cost 86 cents per square foot as compared to \$1.47 for those built of masonry block. This analysis shows that the type of material used in construction is also an important factor if not the most important factor entering into the cost of production. On the average, broiler producers in the Delmarva area figure that it costs \$1.15 per square foot of floor space to build a house suitable for broilers.

A further observation made on cost of construction was that, in general, houses with the A-type roof cost more than those with the hip roof, regardless of materials used and width of house. The cost of construction is further increased where windows are provided on two sides of the house instead of just one side and where some type of roof ventilator is added. Most of the more recently built houses have ventilation provided on two sides of the building and in the roof. This is especially true where producers have built the wide house.

Even though the wider houses, as a rule, are better equipped for proper ventilation many growers maintain that they are extremely hard to ventilate. Of the growers having had experience with the wide house, 22 percent believed that it was more difficult to ventilate than the narrow house, while 73 percent of those having a narrow house thought that their house was easier to ventilate. Roughly, 94 percent of the growers with wide houses have windows on two sides, plus roof ventilators, while less than two percent of the narrow houses have ventilators in the roof, but even so, ventilation is a problem to be overcome in the wide type house.

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due to savings in the cost of fuel and labor, according to the survey. Savings in the use of fuel were mainly due to the use of central heating in the wide houses as contrasted to individual stoves in the narrow. The cost of fuel averaged \$7 less per 1000 birds started in houses having central heat. More than two-thirds of the growers with wide houses had central heat, consequently their cost of fuel was less. Oil heat was slightly more expensive than gas, which, in turn, was more expensive than coal.

Central heating equipment along with automatic water fountains and other labor-saving features made possible by the design of the house, resulted in the saving of labor and increased the number of birds that one man could handle. In some cases there was a sav-

ing of more than one-third in the amount of labor required per 1000 birds started. Operators of wide houses frequently mentioned the saving in labor required in placing chicks and litter in the houses, caring for the heating unit and in the daily chores of feeding and watering.

As a part of the survey, growers were asked to indicate which type of broiler house they would build if they decided to increase their broiler raising capacity. The reply was about equally divided, that is, 50 percent said they would build the wide type and 50 percent the narrow. However, 87 percent felt that the wide house would be of more value for storage and other purposes on the farm in the event that broiler raising was discontinued.

ARE YOU GETTING GOOD FEED EFFICIENCY

By DR. G. F. COMBS
University of Maryland

At least five important "musts" are required for profitable broiler production. They are: (1) complete feeds and good feeding practices; (2) rapid-growing broiler strains with satisfactory market characteristics; (3) good management practices throughout the entire period; (4) appropriate disease prevention and control measures; and (5) proper marketing practices. It is well known to all successful broiler growers that the best results cannot be obtained unless all five of these "musts" are carefully observed.

Of particular concern, with present feed costs constituting up to 70% of the total cost of producing broilers, is the matter of improved feed efficiency. If the feed required to produce a pound of broiler meat can be reduced by one-tenth of a pound, the cost of producing a 3-pound broiler is reduced by at least 1½c. This amounts to a saving in feed cost of \$15 per 1000 broilers. It seems advisable, therefore, to consider some of the factors which may influence the feed efficiency in broiler flocks.

First of all, it is essential to have a well-balanced, complete broiler mash which is capable of supporting rapid growth. Rations which will not support rapid growth are much less efficient than complete rations. In general, rations which are high in fiber tend to be less efficient than those lower in fiber.

For efficient feed conversion, however, a good feed alone is not enough. A broiler strain which is capable of growing rapidly is also vital. In addition, the mortality in the flock must be kept to a minimum since the birds that die will have consumed an appreciable amount of feed, particularly if the mortality occurs during the latter stages of growth. Feed wastage also must be kept to a minimum by following good feed practices. In this regard, hoppers should be filled frequently but never more than half full. Finally, it is important to market the broilers at the proper time. If broilers are held beyond 11 or 12 weeks, the amount of feed required to produce a pound of gain

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during that period is decidedly greater than that required during earlier periods. Table 1 illustrates the feed requirements and growth rates of broilers. These data were obtained in studies conducted at the University of Maryland where the broilers were growing rapidly throughout the 12-week period. It can be seen that 5 pounds of feed were required to produce a pound of broiler meat during the 12th week, while only 3.56 pounds

of feed were required during the 10th week. The broiler prices and feed costs should be considered in deciding just when your broilers should be marketed. If the growth rate is not as rapid as that shown in the table, one would expect poorer efficiency in general. Ordinarily, it is not profitable to hold broiler after they reach an average weight of three pounds for mixed sexes.

**TABLE I. GROWTH AND FEED REQUIREMENTS
OF BROILER CHICKENS**

Age (wks.)	Average weights, mixed sexes (lbs.)	Lbs. of feed per pound of gain		Total feed consumed per broiler (lb.)
		Per week	Cumulative	
1	0.17	1.60	1.60	0.13
2	.034	1.88	1.79	0.45
3	0.57	2.08	1.93	0.93
4	0.85	2.26	2.06	1.56
5	1.18	2.42	2.16	2.36
6	1.53	2.55	2.26	3.25
7	1.89	2.73	2.35	4.23
8	2.26	2.00	2.46	5.34
9	2.67	3.27	2.59	6.68
10	3.10	3.56	2.73	8.21
11	3.50	4.12	2.90	9.92
12	3.85	5.00	3.11	11.67

Results Obtained At University Of Maryland Substation

It should be of interest to review the results which have been obtained in the first four broiler trials conducted at the University of Maryland Broiler Substation located at Salisbury. The four broiler rations used in these trials together with the results obtained are shown in Table 2. Although these results may not be as good as those obtained in certain other instances, I be-

lieve they are considerably better than the average results obtained by most broiler growers. From this table, it can be seen that the results were very consistent from trial to trial. The average weights at 10 weeks ranged from 2.97 to 3.11 pounds per broiler. The feed efficiency varied from 2.72 to 2.84, and the mortality ranged from 8.4 to 1.6.

The rations shown in Table 2 are not overly supplemented, but rather, are sound, practical-type broiler rations.

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TABLE II. COMPOSITION OF BROILER RATIONS USED IN SUBSTATION TRIALS AND RESULTS OBTAINED

Ingredients	Trial 1	Lbs./ton	Trial 2	Trial 4
	Lbs./ton	Lbs./ton	Trial 3	Lbs./ton
Ground yellow corn	1083	1196	1204	1158
Pulverized heavy oats	100	—	—	100
Wheat flour middlings	—	—	—	—
Fish meal, menhaden	50	75	50	50
meat scrap, 55%	—	—	50	50
soybean oil meal, solv.	510	450	480	400
Corn gluten meal	100	100	50	50
Dehydrated alfalfa meal, 17%	50	40	40	40
Dried whey product	—	40	40	40
Dried corn distillers' solubles	—	—	—	50
Butyl fermentation solubles	30	20	20	—
Limestone	35	20	20	25
Dicalcium phosphate	28	—	—	—
Steamed bone meal	—	45	30	25
Salt, iodized	6	5	6	6
Manganese sulfate	0.5	0.5	0.5	0.4
Vitamin A feeding oil (4500 IU/gm.)	2.0	2.5	2.0	—
"D" activated animal sterols	1.0	1	1	—
A & D supplement, dry (4000 IU A and 750 ICU D/gm.)	—	—	—	2
Vitamin B12 supplement (Merck's APF No. 3)	0.8	—	—	—
Antibiotic feed supplement (10 gms. terramycin/lb.)	1	—	—	—
Vitamin B12 and antibiotic feed supplement (2 gms. procaine penicillin, 3 mgs. B12/lb.)	—	1	1	1
Choline chloride, 25% mix	2	2	1	1
DL-methionine	—	—	1	—
Nitrophenide, 25% mix	2	2	2	2
Xanthophyll and vitamin E acetate mix	—	—	2	—
	Gms./ton	Gms./ton	Gms./ton	Gms./ton
Niacin	15	20	20	20
Calcium pantothenate	2	5	3	4
Riboflavin	—	3	2	3
Av. weight, 10 wks., lbs.	3.11	2.97	3.08	3.02
Lbs. feed per pound live wt.	2.72	2.73	2.84	2.82
Mortality, %	8.2	2.9	3.6	2.4

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HOW MUCH FLOOR SPACE FOR BROILERS?

By CHARLES K. LAURENT

Extension Poultry Specialists, University of Maryland

Poultrymen on the Eastern Shore allow broilers from 0.5 to 1.0 square foot of floor space per bird. Within this range one can find widely varying results with respect to quality, weight gain, feed conversion and mortality.

Two factors seem to stand out with respect to floor space. First, as more floor space is allowed, one gets faster weight gains, especially where birds are held up to 12 weeks. In a recent test by the University of Maryland a group of New Hampshires, allowed 0.6 sq. ft. per bird, weighed 3.68 pounds at 12 weeks. Another group, allowed 0.9 sq. ft. per bird, averaged 3.85 pounds. The same relationship held true for White Rocks with similar floor space allowances. The second factor is that the amount of feed required to produce a pound of meat is less when birds are allowed more floor space. This is closely tied to the above factor. In the test mentioned above, groups of New Hampshires, allowed 0.6 sq. ft. per bird, had a feed conversion of 3.10 at 12 weeks, while those allowed 0.9 sq. ft. had a conversion of 3.00.

If these factors generally hold true, why aren't all of the poultrymen on the Eastern Shore allowing at least 1.0 sq. ft. of floor space per bird? The reason is that another factor, sometimes more important to the poultryman, enters the picture. The poultryman is more interested in the total net return he receives from the enterprise than he is with greatest efficiency. It has been demonstrated in the past that the poultryman who turns out the most pounds of meat per given broiler enterprise is the one who ends up with the greatest net income.

The question of the amount of floor space needed per bird is constantly changing. For example, more and more broilers are being marketed at an early age. Broilers marketed, say at 10 weeks, are not as crowded as they would have been had they been carried to older ages. In the study mentioned earlier, there were no significant differences in weight gains or feed conversion at 10 weeks where birds were allowed 0.6, 0.75 and 0.9 sq. ft. per bird. There were, however, very significant differences at 12 weeks. This indicates that a broiler grower who plans to sell his birds at 10-10½ weeks can carry more birds per given amount of floor space than can one who plans to carry the birds to 12 or 13 weeks. The question of the proper amount of floor space will depend in the future, as it has in the past, upon the individual and his ability to handle broilers under his particular conditions and the type of market he is selling to.

In the last year there has been a definite shift towards allowing more floor space per bird. This has come about for two primary reasons. First, it is generally accepted that the average quality of broilers is higher when more floor space is given. Now that competition is forcing broiler growers to become quality conscious, this factor becomes important. Secondly, there is evidence that disease problems are not as great where more floor space is allowed. Respiratory diseases are the broilermen's main disease problem. By allowing more floor space the broilerman reduces ventilation and other management problems. This aids in controlling or reducing the severity of such diseases.

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EASTERN SHORE POULTRY GROWERS EXCHANGE

By HUGH McMULLEN

Farm Editor, The Salisbury Times

Delmarva Peninsula farmers are working with a revolutionary experiment in marketing their tremendous broiler production—the Eastern Shore Poultry Growers Exchange.

The exchange is an auction which was opened June 24 in Selbyville, Delaware. Farmers come there to sell their chickens, turkeys and guineas, and buyers come to fill their customers' orders.

A group of peninsula farmers thought up the exchange early in the summer when low prices were spattering red ink on their ledgers. High mortality, due to respiratory diseases, made the pinch more acute.

They met in Selbyville and within two weeks the exchange was functioning. In fact, it functioned with a bang—474,000 broilers were listed for sale the

first day.

Since then, more than 500,000 have been sold in a single day. But the normal day's sales run around 250,000.

Here's how the auction works. The farmer lists his flock with the office. Buyers pick up lists of flocks for sale and inspect them on the farms and at 2 p.m. the next day, the flocks are sold. Before the sale is consummated the grower is advised the price and buyer. He may refuse to sell and relist his birds for sale at a later date.

The auction sells birds Mondays through Fridays at 2 p.m. There is a branch office at Pocomoke City, Maryland, where farmers and buyers can participate in the Selbyville sales by telephone equipment and amplifiers.

Broilermen and buyers agree on one



Left, Frank Gordy, of Georgetown, University of Delaware extension poultryman, who is acting manager of poultry exchange. Right, Carroll Long, of Salisbury, auctioneer, who is ringing bell to stir interest in high price—up to that time—of the day.

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EASTERN SHORE POULTRY GROWERS EXCHANGE

By HUGH McMULLEN

Farm Editor, The Salisbury Times

Delmarva Peninsula farmers are working with a revolutionary experiment in marketing their tremendous broiler production—the Eastern Shore Poultry Growers Exchange.

The exchange is an auction which was opened June 24 in Selbyville, Delaware. Farmers come there to sell their chickens, turkeys and guineas, and buyers come to fill their customers' orders.

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Crowd at poultry auction. To our right are buyers from processing plants, and to above left, the sellers. Spectators in background.

point: for the first time there is an adequate spread between prices paid for fancy flocks and undergrades. It isn't unusual to find a five-cent spread between two flocks.

This gives the good grower additional incentive. And it puts the decision up to the poor grower: Improve or drop out.

Many of the farmers and processing plant representatives hope the auction will break the undue influence of the New York City 14th St. poultry market on Delmarva Peninsula broiler prices. They want the price set on the peninsula where the chickens are grown and sold.

The exchange is a time-saver for both parties of the sale. The farmer doesn't have to take two or three days to sell the birds, and buyers can look over a wide assortment of birds by arranging a convenient route pegged on the list of flocks for sale.

Processors say they inspect a wide variety of breeds, weights, and conditions. They can fill individual orders by customers. And a farmer can count on having a lot of buyers inspect his flocks.

Some national or large regional buyers haven't participated at the exchange, but the majority have bought chickens through it. One unvoiced criticism of the exchange by those holding off is that the grower is hurt when prices go under 25 cents and sales are hurt when they go above 30 cents. And the buyer wants to maintain a steady supply from growers who will get a fair deal from him between these extremes.

The exchange is a non-profit corporation. It collects a dollar a thousand for all birds sold and 50c per thousand if the sale is not consummated. It has used this money for office expenses and clerical salaries.

Buyers and sellers are protected against unethical practices by either party. They sign a contract specifying terms of sale following the day's auction proceedings.

Chicken farmers and processing plant officials have complained endlessly in past years that the other fellow was sneaking out on verbal agreements of sale. Now they can't do it.

There have been crises over the contracts and the contracts have been changed once or twice when pressure has been brought to bear on the auction directors over an unfair point. Now both parties are sure of themselves. The farmer knows his chickens will be picked up within a specified time and he will be paid.

And on the other hand, the processor knows that the farmer won't sell the chickens to a competitor if the price goes up.

The biggest problem the exchange has yet to solve is a guarantee of the solvency of the buyer.

Delmarva Peninsula farmers and processors aren't always happy with every aspect of the exchange. But they think it is the best arrangement they have had yet. And they have given it a vote of confidence—around half of the peninsula's millions of chickens are being sold through the auction.

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FEATHERS

RED WHITE BARRED

By ED KELLY

Pocomoke City, Maryland

Broiler growing, like most businesses, is in a constant state of change. Change is an essential process in our competitive way of life and generally indicates progress. Certainly this is true in the case of the kind of broilers grown on the Delmarva Peninsula.

During the 1920's, the predominant kind of broiler chick was Barred Plymouth Rocks. A few White Wyandottes were grown as well an occasional flock of Rhode Island Reds.

In 1932, the first cross was introduced into this area. This was a cross between Barred Plymouth Rock cockerels and New Hampshire females. This Rock-Red Cross became the dominant kind grown during the 1930's and through the war years. A survey by the University of Delaware during 1942 indicated that 97% of the broilers grown on the Peninsula were Rock-Red Crosses.

Around 1945, there was another shift in the kind of broiler being grown. This time it was toward a straight New Hampshire. As new broiler markets were opened up, processors found consumer resistance against the darker feathered crosses. It was more difficult to make crosses look good in the show case. In addition, breeders had been developing a meat type New Hampshire that was able to stand up in the field and make the grower a good profit. By 1950, the majority of chicks being produced by Maryland hatcheries were New Hampshires. The Rock-Red Cross was still important, but on the decline percentage-wise.

In 1948, the finals of the first Chicken-of-Tomorrow Contest were held in Georgetown, Delaware. The winner for all breed sand strain crosses was a Cornish Cross. The highest entry and second high pen of all breeds and strain

crosses was a White Plymouth Rock. For several years, breeders throughout the country had been trying to develop a white feathered bird with good market qualities that could stand up in the field under practical conditions. It appeared from this contest that their efforts were beginning to bear fruit. Since 1948, and especially during the past two years, interest in white feathered birds has been marked.

The trend, therefore, has swung again. First, it was the Barred Plymouth Rocks, then the Rock-Red Crosses, followed by New Hampshires and now the White Rocks and other white feathered breeds and crosses, such as the Indian River Cross.

With these changes in kinds of chickens has come much testing, both under controlled experimental conditions and field comparisons. Rather typical of many results of such tests is the work shown in the following table. These figures involve nine different flocks, totaling 81,000 chickens and the experiments were conducted at the University of Delaware Sub-station.

	Barred Rock X	New Hampshires
Average Weight	3.18	3.14
Feed Efficiency	3.32	3.38
Mortality	7.78%	8.90%
	White Rock	New Hampshires
Average Weight	2.90	3.04
Feed Efficiency	3.48	3.34
Fortality	9.59%	8.11%

These results show no distinct advantage between kinds of birds involved in these tests. Of far greater importance than breed, or feather color, is strain. In fact, the writer believes more attention to strain, and less to color of feather, will be sound for growers and the entire industry.

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Some important points to keep in mind in choosing the strain are:

1. early and fast feathering
2. rapid growth
3. plenty of meat on thighs and breast
4. ability to "take it" under adverse conditions
5. good feed efficiency
6. most meat at cheapest cost of production

In developing new kinds, and as we improve our present chickens, let's hope breeders will make every possible effort to improve egg production for the sake of hatching egg producers, and as a means of lowering chick cost to broiler growers. Changes in kinds of chickens we grow will quite likely continue. How-

ever, keep looking for those that have the above six characteristics, regardless of whether the feather color is red, white or blue.

Other factors which must be kept in mind are:

The type of bird most desired by buyers in your particular area;

Color may be important, but no matter what color you have, it must be a well finished and meaty product if you are going to get top price;

Learn something regarding the best management plan for the bird of your selection from your supplier;

Your state experimental and laboratory specialists have an abundant supply of information available.

BROILER RECESSION — WHAT HAPPENED?

By HAROLD D. SMITH

*Assistant Professor, Department of Agricultural Economics and Marketing
University of Maryland*

For the first six months of 1952 the broiler business was in a serious economic recession. Growers on the peninsula were having to sell their birds at prices below the cost of production. Disease was quite a problem at the time and market demand was poor. Consequently, buyers weren't too much interested in making an offer for those flocks that were free of the disease, to say nothing of those that experienced heavy mortality. As a result broilers were selling for as low as 20 cents a pound when it was costing an average of 27 cents to grow the things. Producers were losing up to \$200 per 1000 birds started and you seldom heard of someone experiencing a profit from his flock. Occasionally you would hear of a flock that was produced and sold under the most favorable conditions so that a small profit of \$50 per 1000 was realized—but no more than that. The situation was having its affect on the hatching and processing business as well. So broiler people were asking—what has happened to the broiler business? As we look back on the situation now, let's see what happened.

Part of a General Recession

The distress in broiler production was only a part of the general economic recession in agriculture where, for more than a year, farm prices had declined in the face of rising costs. The broiler industry was one segment which was immediately affected by the general slump. Other broiler areas such as Georgia, Arkansas, Texas and Virginia, were experiencing lower prices, too. But not all of this price decline in broilers was due to the decline in farm prices generally. According to some sources there was actually an over-supply of broilers going to market in the spring of 1952.

As a result of the broiler price decline there was a drop in chick-placements in Delmarva and in other areas as well. Eventually processors had to reduce their volume of processing and the market improved. In the meantime, a lot of money was lost by all phases of the industry, including feedmen, who are greatly dependent on a healthy broiler enterprise for a large volume of sales.

Higher Cost of Production

Producer profits were affected in two ways—lower prices and higher costs. Feed prices were at a record high of \$112 per ton. Broiler prices were so low that a pound of broiler was buying less and less feed. The broil-feed ratio was worse than people realized.

While feed prices were high and it required 18½ cents worth of feed to produce a pound of broiler, other cost items were also taking their share from the gross income of the flock owner. Chicks were costing 4.7 cents and fuel .6 cents per pound sold. Feed, chicks, fuel, medicine and insurance alone amounted to 25 cents per pound. By adding in the cost of labor, buildings and equipment, plus other miscellaneous items, the total cost was 27 cents. Naturally no industry can continue its output very long after market prices drop below the cost of production. That's why there was a cut-back in chick-placements in Delmarva.

Road to Recovering

Considering the experience which broiler people went through in the first half of 1952 the Delmarva industry has made a remarkable recovery. Prices have improved—once again there is some promise of a profitable broiler enterprise. Assuming that the broiler slump gave a few suggestions on the possibility of greater efficiency then there should be more assurance of a stable industry.

In the long run, however, we can expect Delmarva to decline percentage-wise as the broiler industry continues to expand over the country. It is expanding very rapidly, especially in the non-commercial areas. This trend need not be alarming to anyone for Delmarva is still expanding in the number of broilers produced each year. Furthermore, the area is making progress in its production. Today more broiler meat is produced in less time and with less feed than ever before. This is a trend that should be continued.

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THE GOVERNOR SAYS

From an address by Governor McKeldin
Tri-County Poultry Association
Salisbury, Md., July 31, 1952

Indeed, the phenomenal growth of this industry is testimony of the initiative and ingenuity of our people who are engaged in it.

It did not just grow to its present magnitude by accident.

It still is a young industry. It started, as I understand it, about 30 years ago with a few thousand birds. Chicken was considered a luxury in those days. The constant and healthy increase in the size of the flocks and the expanding of the markets coincides with poultry becoming a common item of food on the American table. By 1945, when the wartime demands for food products were great, the Delmarva Peninsula was producing in excess of 120 million birds. That was indeed a great contribution to the war effort.

Considerable initiative was required for post-war adjustment, but you folks accomplished it. I understand that last year's production was more than 150 million birds, or about 3 million commercial broilers per week. That's cooking on the front broiler.

All of this is very important to the State as a whole. Poultry and poultry products last year accounted for about 80 million dollars of Maryland's farm income. It is the No. 1 source of farm income in the State.

It is very important to note that approximately 20,000 people derive their major income from the poultry industry in Maryland. This probably means that about 80,000 persons are directly dependent on the broiler industry.

Many thousands of others—grain farmers, dealers in feeds and in equipment for this industry—are also affected by it.

Yes, the poultry industry is very important to Maryland. Maryland people everywhere should appreciate it. Maryland merchants and citizens in general should be glad to cooperate with you in keeping this industry healthy and strong.

I think your opportunities for expansion are considerable. I believe much better use could be made of poultry in the home. I feel the people already know that poultry is an excellent main course for a meal, but I believe they can be educated into a realization that it is more than that—that cold chicken or turkey for snack and sandwich purposes is a must in every refrigerator.

I would be right disappointed lots of times to open my refrigerator and find no cold poultry there.

The State shall do all that it can, without undue interference or meddling in your business and your affairs, to promote your markets and your expansion. It is indeed important to all of us.

Delmarva Chicken Festival, Inc.

OTIS G. ESHAM, *President*

The Delmarva Chicken Festival, Inc. was originally organized by a group of poultrymen and agriculturally interested men to hold a celebration in connection with the final judging of the 1st National Chicken-of-Tomorrow Contest held at Georgetown, Delaware, in 1948.

After the completion of the original purpose of the Delmarva Chicken Festival, Inc., it was formed into a permanent organization to promote the sale to consumers of Delmarva broilers.

Many poultrymen who are not completely familiar with Delmarva Chicken Festival, Inc. believe that its sole function is to conduct the yearly Delmarva Chicken Festival which includes a Delmarva beauty contest, a National senior cooking contest, and a National junior cooking contest.

However, a much more important part of the Delmarva Chicken Festival, Inc. is the yearly work it does to promote the goodwill and publicize throughout the United States the poultry industry of the Delmarva Peninsula. An example of this work is what was accomplished in three days in Philadelphia which included seven television and radio shows and stories in the nation's largest newspapers concerning the Delmarva broilers.

(Continued on Page 33)

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smaller, easier-to-serve turkeys . . . more and better eggs.

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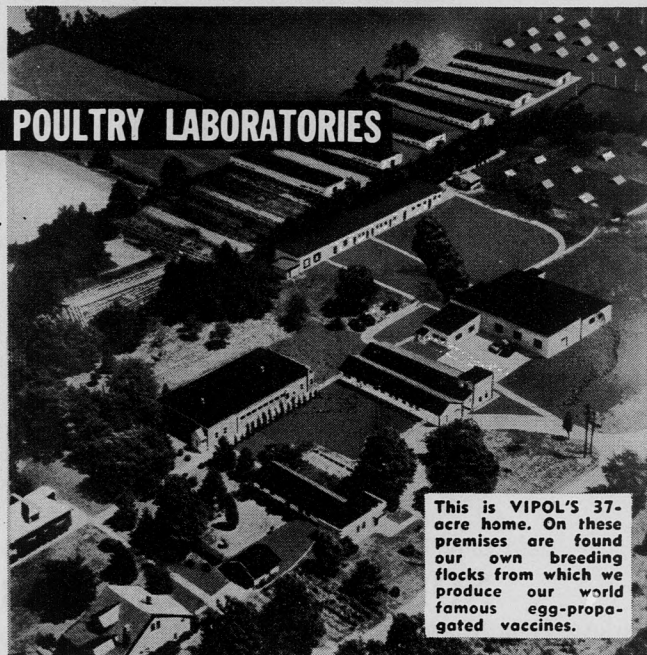
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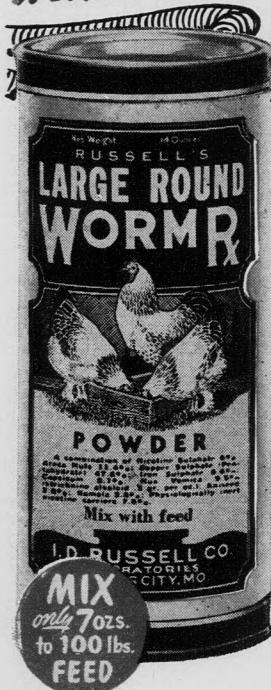
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Russell's Worm Powder is economical and effective. A 7 oz. package will treat 1,200 three week old chicks ($\frac{1}{10}$ ¢ each) or 400 eight week old chicks ($\frac{1}{3}$ ¢ each) when purchased in \$1.25 size package, less in larger and more economical sizes.

Russell's Large Round Worm Powder is more than a worm powder. It contains ingredients that stimulate the appetite and the production of red blood cells. It also contains chemicals that check the growth of mold and certain parasites. It is used as an aid in the control of Mycosis and Trichomoniasis. Will not throw layers out of production.

Russell's Worm Powder is packaged in 8 different sizes. $3\frac{1}{2}$ ozs. 75¢. 7 ozs. \$1.25. 14 ozs. \$2.25. 5 lbs. \$11.25. 10 lbs. \$21.60. 25 lbs. \$51.00. 50 lbs. \$97.50. 100 lbs. \$180.00. Dealer Discounts on Request.

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DISEASE and HEALTH

THE MARYLAND LIVE STOCK SANITARY SERVICE

By DR. C. R. DAVIS

Supervisor, Maryland Poultry Improvement Plan

The purpose of the Live Stock Sanitary Service is to diagnose and investigate infectious and contagious diseases of animals and poultry, to prevent and control said disease, and to do research on same.

The animal and poultry industry in Maryland in 1951 was around 185 million dollars. Poultry alone during last year was around 77 million dollars with live stock and their products amounting to 108 million dollars. It is impossible to estimate the amount saved the animal and poultrymen through disease control and research, but if there were no control agency and research on infectious and contagious diseases, any one of many such diseases could readily wipe out our poultry or the other species of animals.

Research is in progress at all times on animals and poultry to discover and perfect methods of prevention and control of diseases.

Constant watch is maintained to detect any highly contagious or infectious disease, and to prevent its spread. This often necessitates quarantining herds, flocks or areas. The importation of or the selling, and the showing at Fairs of diseased animals and poultry is daily watched to prevent the spread of diseases.

Maryland probably has the best set-up of laboratories of any State to carry out this work. The Live Stock Sanitary Service maintains six such laboratories that are so located to be easily reached by the public.

These laboratories are located at: College Park, Frederick, Hagerstown, Bel Air, Centreville and Salisbury. People of the State should contact the nearest laboratory for services rendered by the Live Stock Sanitary Service. All these laboratories are equipped to handle these services.

In addition to the research and control work at these laboratories, many examinations are made during the process of a year. The following is a summary of such examinations from July 1, 1951, to June 30, 1952.

Cattle

	Herds	Cattle
Bang's disease test	7,795	111,290
Mastitis	376	9,710
Miscellaneous	821	1,306

Swine

	Herds	Swine
Swine Erysipelas	85	163
Miscellaneous	291	757

Poultry

	Flocks	Birds
Pullorum Disease Test ..	2,267	868,883
Autopsies	3,238	11,303

Miscellaneous Examinations

Horses	Sheep	Goats	Dogs
503	48	16	203

So far the general work of all phases of the Live Stock Sanitary Service has been discussed. Being more specific the following will pertain to poultry only.

Several years ago when the poultry industry began to be of real importance in Maryland, it was not unusual to have several cases of pullorum in chicks diagnosed each week in the laboratory. In recent years there has been only a few each year. This proves the importance of the blood testing program. The first year of this testing program found 21% of the birds tested were positive. This past season the percent positive was 0.018. In 1939 the first flocks were given official ratings, when there was 13 Pullorum Passed and 2 Pullorum Clean flocks. In 1951-52 season found 219 Passed and 1,809 Clean flock ratings. To gain this high degree of controlling this disease, there has been over 10 million blood test run for Pullorum disease since 1927.

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Twenty years ago laryngotracheitis, fowl pox, coccidiosis and other poultry diseases were prevalent. Through research, vaccines and medical treatments have been developed that make these diseases to be of minor importance now, as compared to former years. The Maryland Live Stock Sanitary Service has played its share in this and other research work. More research is now in progress which will be of great importance in the future.

Through the efforts of and under the supervision of the Live Stock Sanitary Service, Maryland now has a regulation governing the sale of chicks, poults and other newly hatched domestic fowl. The purpose of this is to see that the chick buyer gets the number and breed of chick they buy and from Pullorum Passed or Clean sources. Another regulation to control and regulate the manufacture and sale of vaccines and biologics is now in its final stages.

There are many other matters too numerous to mention that comes under the supervision of the Live Stock Sanitary Service.

No organization is any stronger than its leader. The Live Stock and Poultry people in Maryland are lucky to have Dr. A. L. Brueckner as Director of the Live Stock Sanitary Service. He has a great knowledge of diseases, a sympathetic understanding of peoples' problems, yet can be firm when necessary and he is always willing to help.

The Chief of Laboratories falls on the broad shoulders of Dr. L. J. Poelma. To supervise six laboratories in addition to many other duties is a great task, but Dr. Poelma is ever doing his duty.

Dr. C. L. Everson, known mostly to the cattle and swine growers, has a great task in handling the accreditation of herds, and the supervision of shows and sales to see that the buying public is properly informed on what they are buying.

Dr. H. M. DeVolt has been the main cog in the wheel in diagnoses, research and teaching poultry diseases at College Park for many years.

For many years the Del-MarVa pe-

ninsula has been the leading broiler producing area in the world. The disease problems have been many and great. Dr. I. M. Moulthrop, in charge of the Salisbury branch laboratory of the Live Stock Sanitary since its opening in 1935, has been the unherald backbone of the broiler industry. Dr. Moulthrop is probably the leading poultry pathologist on broilers in the country.

The supervision of the Pullorum testing in Maryland, the inspection and supervision of the National Poultry Improvement Plan and the enforcing of the State regulation on the sale of chicks, and other domestic fowls all come under the duties of Dr. C. R. Davis.

Each of the above men have been working for the State for 20 years or more. Many others with less time are playing an important part in disease control. Some are Dr. R. B. Shillinger, who is Dr. Moulthrop's able assistant, Dr. F. R. Lucas, in charge of the Centreville Laboratory, Dr. W. R. Teeter, in charge of the Frederick and Hagerstown Laboratories, and Major R. L. Reagan on research at College Park.

Many others too numerous to name play an important role in this work. There are the field veterinarians, the poultry testers, the laboratory technicians and helpers, the secretaries and many others.

Other phases of work, such as teaching, extension and research, are important for the progress of our animal and poultry industry, but money spent on the disease phases is good insurance, as it makes no difference how much milk a cow gives or how many eggs a hen will lay, they cannot produce if they are diseased.


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AIR SAC INFECTION

By DR. I. M. MOULTHROP

In Charge of Live Stock Sanitary Service Laboratory, Salisbury, Maryland

Air Sac Infection is probably at this time the most publicized condition in the poultry field, especially the disease field.

Air Sac Infection can mean a part of many diseases, since it is characterized by accumulation of material in a specific group of organs, namely the air sacs, of which there are several, in the fowl.

Generally speaking, "Air Sac" disease today means a serious respiratory condition in which high mortality frequently occurs, especially in the cooler seasons. This condition seems to occur as the result of one or more complications. A flock may be affected with the Chronic Respiratory organism and be touched off by Infectious Bronchitis, Newcastle Disease, and the like. Sometimes the original trouble may start with another disease and ultimately develop Chronic Respiratory Disease.

Turkeys and chickens, both, may have Air Sac Infection, which can be due to a mold that is commonly seen in poultry, *Aspergillosis*. As yet the picture is too complicated to describe it as a single disease.

The trouble is often spoken of as Chronic Respiratory Disease, of which the causative agent has been described. This disease causes considerable respiratory difficulty in birds of all ages. The disease is slow spreading and has a very lasting course.

It has been observed in adult birds for as long as two years. Broilers that have had the disease in a season when it is more serious, carry the rattle and difficult breathing to marketing time.

Flocks of birds that have "Air Sac" Disease do not produce eggs, nor meat, as well as unaffected birds. Broilers usually go to market with an increased number of culls.

In the Eastern Shore Broiler area, the greatest number of cases begin at 6 to 8 weeks of age. The disease spreads

rather slowly through the flock, with various losses, usually depending a great deal upon the season. Highest losses occur when the temperature is lowest, and during the summer months the loss is quite light.

When the birds are dressed, a poorly finished carcass is the result, many of which are almost unsalable until considerable dressing up occurs.

Some work by competent investigators suggest the possibility of egg-transmission, however, more evidence is necessary to positively establish this fact. Hatchability seems to be affected when birds have this disease. There is no reason to doubt that it cannot be spread through the usual channels, such as moving live birds to unaffected flocks, carrying the infection on feed bags, equipment and even on one's person, wild birds, rats and mice may also be vectors.

The principal method of controlling this condition at the present time, is primarily by practicing better management practices, than one usually uses. Visitors, vaccinators, employees of all sorts should be kept from a susceptible group, unless they take all the precautions possible to prevent the spread of disease. One should clean the houses thoroughly and disinfect to the best of one's ability, to help prevent the spread of the causative agent.

The house should be kept warm, dry and as well ventilated as possible during the fall and winter, when the most trouble is encountered.

The birds should be fed an appetizing diet with the mash being dampened when the flock goes off feed.

The use of high level antibiotics have been used with some success, but results have not been uniformly good, possibly because the flock has not had a single infection of Chronic Respiratory agent, or that it may not have been used at the proper time.

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EFFECT OF HOLDING TEMPERATURES ON HATCHABILITY OF EGGS

The following information from the University of Missouri, Agricultural Experiment Station, Bulletin No. 539 should be of particular interest to hatcherymen and hatching egg producers because, by holding eggs at an optimum temperature for a minimum length of time, it is obvious that the highest hatchability can be obtained.

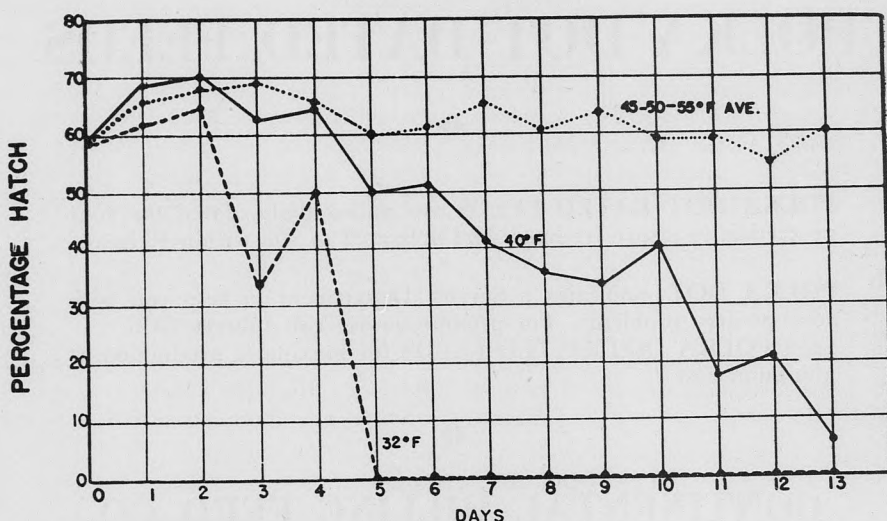
Conclusions Reached In This Study

Eggs held for one day or longer at optimum temperatures hatched better than did eggs set the day they were laid.

The most satisfactory temperature for holding hatching eggs was from 45°F. to 55°F.

Exposing eggs to sub-freezing temperatures seriously reduced hatchability within a few hours. Eggs held at 0°F. for 3 hours hatched at a rate of 29.5 per cent as compared to 75 per cent for those held 1 hour at that temperature.

EFFECTS OF HOLDING EGGS BELOW OPTIMUM TEMPERATURE



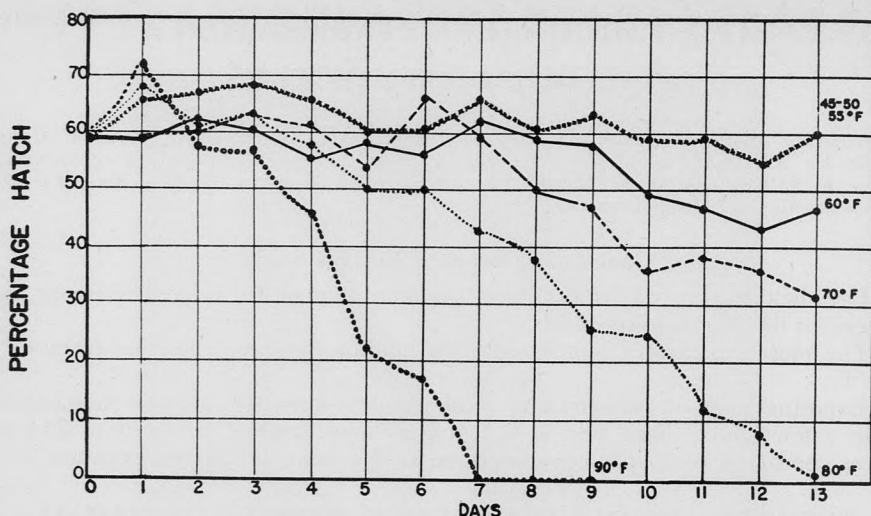
Holding eggs at high temperatures was detrimental to hatchability. Eggs held at 90°F. began losing their hatchability after being held 2 days and all those held over 7 days at that temperature failed to hatch.

The length of time hatching eggs may be held depends upon the temperature at which they have been held. However, eggs held at optimum temperatures showed some decline in hatchability if held more than 7 days.

There appear to be differences between breeds and crosses in the ability of their eggs to retain their hatchability when held at higher temperatures.

see next page for

EFFECTS OF HOLDING EGGS ABOVE OPTIMUM TEMPERATURE



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REMARKABLE GROWTH OF WESTMINSTER AUCTION

Very few enterprises in Maryland have experienced such a remarkable increase in business as the Westminster Cooperative Poultry Products Auction, Inc. It was established as a going concern in 1939. The first two or three years were difficult periods, as is the case with most cooperative organizations. After overcoming the difficulties of the "trial and error" period, the Auction "found itself" and from then on has expanded continuously as the following figures show by 5-year periods:

	1941	1946	1951
Cases of Eggs	11,944	38,906	54,059
Value of Eggs	\$112,356	\$537,789	\$905,476
Coops of Poultry	4,990	9,283	27,937
Value of Poultry	\$29,073	\$141,518	\$305,166
Over a 10-year period, egg volume			

has increased almost 5 times and egg value over 8 times. During the same period, poultry volume increased over 5 times and poultry value increased over 10 times.

The following constitute the guiding spirit of the Auction: President, Wm. J. Flohr; Vice-President, A. H. Gehman; Secretary and Treasurer, Paul Shipley; Directors, Harold A. Jones, James O'Conner, Charles Ritter, Carl Thornton, Walter Warehime, and W. W. Wilhelm. Geo. C. Brown is General Manager.

The poultry producers in the area served by the Auction owe it a deep debt of gratitude for the increase in thousands of dollars in returns secured over and above what would have been secured if the Auction had never been formed.

Cases of Eggs

1941

11,944

1951

54,059

Coops of Poultry

1941

4,990

1951

27,937



CLIFFORD MORRIS
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"3.27 lb. birds sold in 10 wks.—5 days. 2.92 MA-CO per lb. of meat (average)."



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"Raised 4,663 chicks—no disease—on 3 lbs. MA-CO per lb. meat (average)."



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The MA-CO Formula is BETTER THAN EVER!

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DOES IT PAY TO PRODUCE HATCHING EGGS

By WENDELL EARLE

Assistant Professor of Marketing, Cornell University

Many poultrymen have asked what does it cost to produce hatching eggs? What premium should be obtained in order to cover costs and allow a margin of profit? In order to answer these questions a farm survey of 104 Central New York poultrymen was made by K. S. Carpenter of the Department of Agricultural Economics, in the summer of 1951. The 12-month period included in the study was from September 1, 1950, through August 31, 1951. This might be considered a normal laying year for most farmers in New York. The information obtained was based on records kept by the farm operator and his answers to the questions asked by trained enumerators.

Number of Records

The records obtained were classified as follows: 20 farms selling leghorn hatching eggs; 19 farms selling heavy breed meat-strain hatching eggs; 14 farms selling heavy breed production-strain hatching eggs; 23 farms selling leghorn market eggs and 28 farms sell-

ing heavy breed production-strain market eggs. It was noted that about 30 per cent of the total feed used by these farmers for their laying flock was home grown, which is higher than for the balance of New York State.

Results

The farms producing leghorn hatching eggs made a profit of 3.9 cents per dozen. Profit declined to a loss of 1.3 cents per dozen for the farms producing hatching eggs from meat-strain heavies. This does not mean that these poultrymen suffered a cash loss since a charge for labor has been included. On many farms all the labor was furnished by the operator or other members of the family. To interpret the results in another way, the return per hour of labor spent on the laying hens was \$1.31 for the farms producing leghorn hatching eggs, 90 cents for the farm producing heavy production strain-hatching eggs and 86 cents for the farms producing meat-strain hatching eggs.

COSTS AND RETURNS PER DOZEN EGGS

Table 1. 104 New York poultry farms, 1950-51

Item	Leghorn flocks		Heavy-breed flocks		
	Market	Hatching	Market	Hatching meat strains	Hatching production strains
Cents per dozen					
Costs per dozen eggs:					
Feed	26.4	31.6	29.1	42.3	36.9
Labor	9.9	10.5	10.4	11.5	12.9
Buildings and equipment	3.8	3.6	4.7	7.1	5.5
Depreciation	8.3	7.9	5.5	10.7	8.0
Other	1.8	2.2	2.5	4.0	3.6
Total	50.2	55.8	52.2	75.6	66.9
Returns per dozen eggs:					
Eggs	53.9	58.6	50.8	73.0	65.5
Other	0.6	1.1	0.8	1.3	1.1
Total	54.5	59.7	51.6	74.3	66.6
Profit per dozen eggs	4.3	3.9	-0.6	-1.3	-0.3
Return per hours of labor (Dollars) —	1.45	1.31	.89	.86	.90

Reasons For Differences

What were the main reasons for these differences? First there was a differ-

ence in size of flocks. It varied from 551 layers on the farms producing hatching eggs from the production strain-



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You should find this fall that your pullets will eat less Purina a day . . . yet lay just as many eggs as ever before on a Purina Laying ration. This means lower cost per dozen eggs at today's feed prices. Be sure to talk this over with your Purina Dealer. Let him explain how **HIGH EFFICIENCY** cuts down the feed it takes to make a dozen eggs.

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Growers' profit records have kept



PURINA BROILER CHOW

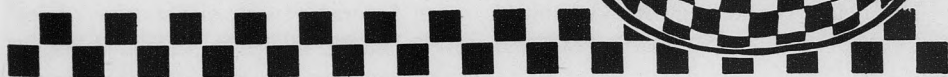
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heavies to 1,446 layers for the farms producing leghorn hatching eggs. The differences in egg production per layer was part of the answer. The leghorn flocks had an average production based on the average number on hand during each month of 174 eggs per hen. The production-strain heavies had an average production of 190 eggs and the meat-strain heavies 167 eggs. One further important difference was the pounds of feed used per dozen eggs. It was lowest in the leghorns, 8.0 pounds. Feed consumption increased to 8.9 pounds in the production-strain heavies

and to 10.0 pounds in the meat-strain heavies. There were other differences among these three groups in mortality and in man hours of labor per layer. However, the important items of difference were size of flock, egg production per hen, and pounds of feed used per layer. Although the returns per dozen eggs from both the meat-strain heavies and the production-strain heavies were higher than that for leghorns, they were not high enough to compensate for the higher costs for these flocks.

SOME IMPORTANT DIFFERENCES

Table 2.

104 New York poultry farms, 1950-51

Item	Leghorn flocks		Heavy-breed flocks		
	Market	Hatching	Market	Hatching meat strains	Hatching production strains
Number of farms	23	20	28	19	14
Average number of layers	1099	1446	820	863	551
Eggs per layer	203	174*	192	167	190
Per cent mortality	19.3	14.1	17.9	15.8	20.5
Pounds of feed per dozen eggs	6.8	8.0	7.6	10.0	8.9
Minutes of labor per dozen eggs	5.8	6.5	6.6	7.1	8.4

*Primary old hens

Comparison With Market Egg Returns

It is of interest to note how these returns compared with the regular market egg flocks in the same area and for the same year. Leghorn market egg flocks showed a profit of 4.3 cents per dozen eggs higher than for any of the hatching egg farms as a group. The return per hour of labor from leghorn market egg flocks was \$1.45. This was also higher than the return for labor for any of the three groups of hatching egg farms. The most important reason for this high return was the eggs produced per layer. It averaged 203 eggs per hen. This was also higher than for any of three groups of farm producing hatching eggs. 5.8 pounds of feed per dozen were used by the leghorn market egg flocks to produce an average of 203 eggs.

The heavy market egg flocks showed a loss of 0.6 cents per dozen and a re-

turn per hour of 89 cents. The only group having a lower return was the meat-strain heavies producing hatching eggs. The egg production for the heavy market egg flocks was 192 eggs. Although their costs per layer were slightly higher than that for the leghorn market egg flocks, the returns per layer were almost \$1.00 less. This is accounted for by the discount that brown eggs sell for in many places in New York State.

The highest returns, as measured by the return per hour of labor were obtained on farms producing market eggs from leghorn flocks. The next best returns were on the farm producing leghorn hatching eggs. The profits from the other three groups of farms were considerably lower and did not compare favorably with either type of leghorn egg production.

**Westminster Cooperative Poultry
Products Auction, Incorporated**

GEORGE C. BROWN, Manager



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CARROLL COUNTY

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EGG PROFITS IN MARYLAND

In contrast to the information shown in the article entitled "Does it Pay to Produce Hatching Eggs" on page 47 by Wendell Earle, Cornell University, this information from a Bulletin A70 Agricultural Experiment Station, University of Maryland, College Park, Maryland, entitled "Relation of Various Egg-Marketing Methods to Producer Returns in Maryland," by Harold Smith and John Trowers is of great interest.

Summary and Conclusions

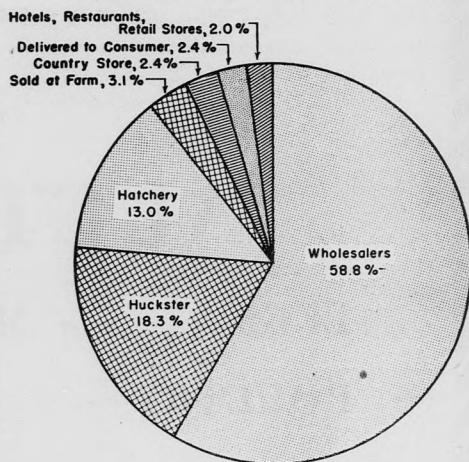
This study was based on a personal survey of egg production and marketing on 135 Maryland farms in Cecil, Garrett, Queen Anne's and Charles Counties. The survey was carried out during August and September, 1950, and data were obtained for the preceding 12-month period extending from August 1, 1949, to July 31, 1950.

The type of farm varied with each county, but on all of them, the laying flock was considered to be a more or less important source of farm income. The average flock contained 608 birds. Average size of flock by county was as follows: Cecil, 1,536; Garrett, 578; Queen Anne's, 217; and Charles, 152 birds.

Factors associated with the attainment of a high degree of productive efficiency were: size of flock, rate of lay, feed and labor efficiency, and mortality. Poultrymen who paid close attention to these factors received a high return on their investment; those who neglected them received little, if any, wage for their labor time.

Hatchery sales were the most popular; 38 farmers disposed of their eggs to such buyers. Sales to hucksters and wholesalers were most important as regards volume of business. Sales to urban consumers brought the highest price per dozen, but this method, along with sales to country stores, to consumers at the farm, to city retailers and hotels, was favored more by small flock owners than by the large-scale operators.

PERCENT OF EGGS SOLD BY EACH METHOD



Relation of Method of Marketing to Price Received for Eggs Sold by Counties

Marketing Method	Average Price Received Per Dozen Eggs Sold
Delivered to consumer	60.0
Hatchery	58.3
Hotels, restaurants	48.9
Wholesaler	42.7
City retail stores	41.3
Sold at farm	41.3
Huckster	40.1
Country Store	37.3
Average, all sales	45.3

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Princess Anne 280

Westover, Md.

ULTRA WAY INTERNAL CULLING AND BROILER SERVICE PAYS!

Result of culling 1,000 pullets, 200 removed

6 month feed cost of 200 birds \$ 367.50
Market value sold for meat 168.00 \$ 535.50

Culling cost \$ 40.00
Eggs lost (assuming 20%
production of culled) 240.00 280.00
6 month saving for 1,000 birds \$ 255.50

SIMPLE ARITHMETIC

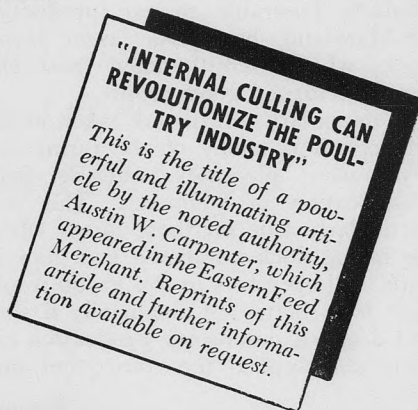


But that's not all. Conventional culling may also remove 20% of a flock, but in that 20% will be included many birds that look like culls, but are merely temporarily out of production, while many other birds will be left in the flock, which are suffering from internal abnormalities which cannot possibly be discovered by the external examination alone.

Dozens of leading feed manufacturers throughout your state have Ultra-Way Internal Culling Technicians in their employ. Ask your nearby feed manufacturer, or write direct.

Feed Manufacturers:

A few exclusive territories are still available in your state for the manufacture of Ultra-Lifed feeds. Ultra-Way Internal Culling and Broiler Service is only one of many important sales tools which Ultra-Life makes available to help you render better service to your customers, and thus build your business. Write for information.



FIGURES USED IN ABOVE EXAMPLE

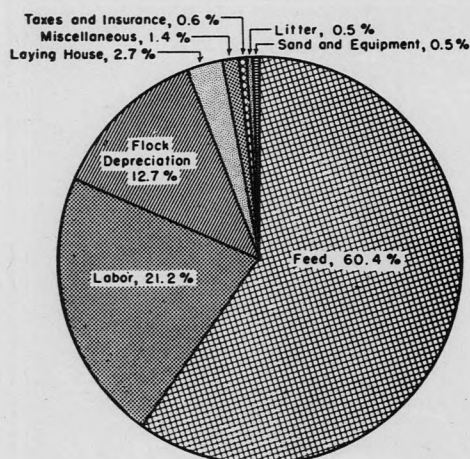
Feed cost, mash, \$5.30 per bag, grain \$4.50. Eggs, 40¢. Hens sold for meat, average 4 lbs. @ 21¢.

Ultra-Life Laboratories Inc.

Main Office and Plant

East St. Louis, Illinois

ITEMIZED COST OF EGG PRODUCTION



Total cost averaged 42.5 cents per dozen eggs, total receipts averaged 45.7 cents per dozen, net profit totaled 3.2 cents, and average hourly labor income amounted to 83 cents. Returns to labor and net profit varied with method of sale, breed, location, size of flock, rate of lay, feed and labor efficiency, and mortality.

Relation of Breed of Layer to Total Costs, Gross Returns and Net Profit Per Dozen Eggs, and Labor Income Per Hour

Item	Breed of Layer					All Breeds
	New Hampshires	White Leghorns	Mixed ¹	Cross breed	Others ³	
Number of flocks	52	41	22	8	12	135
Average size of flock	320	1,336	207	489	179	608
	(cents)					
Cost per dozen eggs ⁴	49.0	40.4	45.0	40.5	42.4	42.5
Returns per dozen eggs	55.4	43.3	40.8	43.1	43.3	45.7
Profit per dozen eggs	6.4	2.9	-4.2	2.6	0.9	3.2
Labor income per hour	101.2	83.8	34.4	82.8	55.5	82.6

¹ Contained two or more breeds of layers, or birds of uncertain ancestry.

² Mostly crosses of New Hampshires and Plymouth Rocks.

³ Plymouth Rocks or Rhode Island Reds.

⁴ Includes cost of marketing eggs to first receiver.

The period under study was not particularly favorable to egg production in Maryland, but those larger laying flocks which were handled most efficiently returned good profits.

If monetary returns are taken as the sole criterion, many of the farms surveyed were obviously suffering from misallocation of resources. This was particularly true on those farms where the laying flock numbered less than 75 birds. All operators in this group would have been better off financially if they had dropped out of egg production entirely and applied the consequent sav-

ings of capital and labor to the more intensive development of farm enterprises of greater economic importance.

However, in many cases, the strictly economic factor was not the sole consideration. There is evidently a certain amount of aesthetic satisfaction to be derived from the mere presence of the laying flock on the place. On a great many of the smaller farms, such aesthetic regards, coupled with the ready availability of a fresh egg and meat supply, were apparently sufficiently great to offset the financial losses entailed.

Recommendations

Egg producers should have 300 hens or more per laying flock as an economically efficient unit. Those flocks ranging

in size from 300 to 1,000 birds returned the greatest profit per unit of production. A large volume of production,

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furthermore, affords the producer more bargaining power in his selection of a good egg market.

Producers need to be conscious of the importance of good feed and labor efficiency as factors which influence profits. Flocks averaging less than 6 pounds of feed per dozen eggs showed the greatest profit. Efficient egg producers should not have to spend over 10 minutes per dozen eggs produced.

Select a good egg market by making a frequent comparison of prices paid by

the various egg buyers of your community. The study showed that country stores and hucksters generally pay lower prices than hatcherymen and wholesalers.

Give serious consideration to going in to the production and sale of hatching eggs. It costs about 7 cents more per dozen to produce hatching eggs than market eggs; however, a hatching egg premium of 15 cents per dozen, for example, would more than offset that difference in cost.

Relation of Method of Sale to Total Costs, Gross Returns and Net Profit Per Dozen Eggs, and Labor Income Per Hour

Item	Hatch- ery	Huck- ster	Whole- sale	Method of Sale					All Methods
				Country Store	Delivered	Sold at	Hotels,	City	
					to Consumer	Farm Door	Restau- rants	Retail Stores	
Number of flocks	38	34	28	15	9	6	3	1	134 ¹
Avg. size of flock	369	429	1,739	76	184 (cents)	136	313	120	608
Cost per dozen eggs ²	48.5	38.6	40.6	62.5	61.2	63.3	44.7	44.8	42.5
Returns per dozen eggs	57.7	40.7	43.4	36.9	60.1	41.5	49.1	41.9	45.7
Profit per dozen eggs	9.2	2.1	2.8	—25.6	—1.1	—21.7	4.4	—2.9	3.2
Labor income per hour	130.8	72.8	85.0	—9.6	56.7	0.5	63.8	37.5	82.6

¹ One record not used.

² Includes cost of marketing to first receiver.

Large-volume egg producers in Maryland may find it more profitable to sell their eggs to hatcherymen or wholesalers. The importance of fertilization in

the case of hatching egg production, however, means that such producers would first have to organize the production program toward this end.

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THE 1952 ANNUAL STATE F.F.A. POULTRY AND EGG JUDGING CONTEST



Robert Cox — Winner

The North Harford F.F.A. poultry and egg judging team outpointed 28 other teams to walk off with honors at the 1952 State F.F.A. Poultry and Egg Judging Contest which was held at the University on June 24, 1952.

Robert Cox and Darrel Comer, ably coached by Palmer Hopkins, carried the ball for North Hartford. Robert scored 439.6 points out of a possible 500, to place first in individual score in competition with 59 other contestants.

Dale Green of Oakland, placed second in individual score with 388 points, and with an assist from Eugene DeBerry, also of Oakland, succeeded in capturing second place honors for the Oakland team. John Reckner did the back seat driving on this team.

William Walker and Lee Stevens took advantage of Glenn Lewis' coaching to capture third place for Easton. Bill was third highest individual with 387.1 points.



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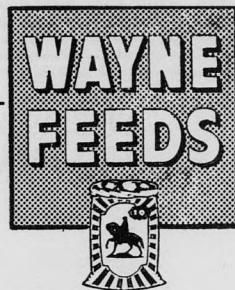
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POULTRY FITTING AND SHOWING CONTEST

By PERRY F. TWINING

What is believed to be the world's first poultry fitting and showing contest, was held in Princess Anne, Maryland, in 1951. The occasion was the Princess Anne Livestock and Poultry Show. This contest was won by Willard Smith who showed a New Hampshire cockerel. The principle of a fitting and showing contest is not in itself new; however, it apparently had not before been adopted to poultry.

A poultry fitting and showing contest is not difficult to plan and stage. It can have a very important place in a fair, livestock show, farm show, or any similar activity. The number of classes and the size of each class will be determined by the number of exhibitors. This in turn will determine the physical set-up.

Birds are shown with a show stick (any small stick about 18 inches long)

and with or without a leash (fastened to one leg.) Obviously, the birds to be shown must be groomed and trained well in advance of the show. Usually one hour of training per day, over a period of two weeks will be more than sufficient to train the birds so that it will at all times be flexible to the will of the showman. Final grooming should be done immediately prior to the show.

The show ring consists of standard height tables placed to form a circle or rectangle. Wire show cages are placed adjacent to the show ring. Birds can be walked from the cages to the show ring by means of a run way and/or ramp. At no time should it be necessary for the showman to pick up his bird. The judge should at all times have freedom of movement around the ring.



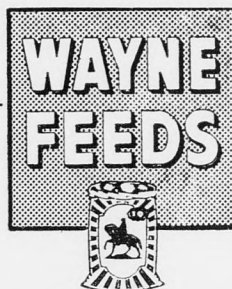
C. N. Baughan, principal of Washington High School, Princess Anne, holds microphone while Willard Smith, of Princess Anne, makes his cockerel crow. Willard won the poultry fitting and showing contest in the Princess Anne Livestock Show in both 1951 and 1952.

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Final elimination for Grand Champion. Show tables can be seen in foreground. Cages in the background.

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hibits of a show out of the forgotten corners. It will serve to re-emphasize the fact that too little attention has been given to poultry by the committees of fairs and shows and by the exhibitors.

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THE 1952 ANNUAL STATE 4-H EGG JUDGING CONTEST

The 1952 4-H Egg Judging Contest which was held at Timonium on August 30 starred Allen Moore and Joe Zimmerman from Frederick, and Janet Bonin from Rising Sun. Allen and Joe, who made up the Frederick County team, combined efforts to win the team competition by placing 1st and 3rd respectively. Janet Bonin refused to be

outdone and placed second in individual competition. These three individuals won the right to represent Maryland at the NEPPCO Exposition at Syracuse, N. Y. Congratulations also to Roy Cassell of Frederick County, and Bob Miller, of Cecil County, who must have been busy behind the scenes before the contest.

1952 MARYLAND JUNIOR CHICKEN OF TOMORROW CONTEST

The 1952 contest was divided into Eastern Shore and Western Shore Divisions.

The Exhibits and Judgings were held at Cordova on May 15 for Eastern Shore and at Westminster on May 27 for the Western Shore Counties.

Dressed or live bird scores of the 5 bird sample from each flock counted 40% of the final score, while the mem-

bers' Record Book with emphasis on average weight per bird at 10 weeks, per cent mortality, cost per pound of chicken produced, and feed conversion counted 60%.

First honors among the 16 finalists in the Eastern Shore Contest went to David Ball, of Eden, Worcester County, on White Plymouth Rocks.



David Ball, 16, of Eden, Worcester County, and the dressed birds from his winning entry in the 1952 Junior Maryland Chicken of Tomorrow Contest.

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Ball had 1% mortality, birds averaged 3.41 pounds (10 weeks—2 days), a feed conversion of 2.66 pounds feed per pound of chicken, and a cash cost of 19.9c per pound of chicken produced.

Clifton Elborn, Church Hill, placed second, and Connie Richardson, Centreville, third, each with New Hampshires. Each received trophies, with the perpetual Eastern Shore trophy going to Ball for the year.

In the Western Shore competition, first honors among the 27 finalists at Westminster went to Louis C. Arrington, of Sykesville, Howard County, with New

Hampshires. Arrington had 1% mortality, birds averaged 3.40 pounds (10 weeks), a feed conversion of 2.53, and a cash cost of 19.17c per pound of chicken produced.

Doris Hendrix, Freeland, placed second, and Connie Richardson, Centreville, third.

Similar awards went to the Western Shore contestants as for the Eastern Shore group.

This contest stresses the value of good breeding, good management practices, and efficiency in growing broilers.



Doris Hendrix, Freeland, Md. (Baltimore County) second place winner in the 1952 Western Shore Junior Chicken of Tomorrow Project, and Wade H. Rice, University of Maryland Poultry Husbandman, examine her entry of broilers at Westminster, Md., May 27.

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Top winner of the 4-H Miniature Poultry Demonstration Booth at the 1952 Timonium Fair by the Woodbine (Carroll County) 4-H Poultry Club. This exhibit after improvements, won first place in Northeastern Competition at the NEPPCO Youth Contest, Syracuse, N. Y., September 30-Oct. 2, 1952.

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4-H POULTRY MEMBERS' MINIATURE EXHIBIT CONTEST

Twelve entries from 8 Maryland Counties competed in the 4-H Miniature Poultry Exhibit Booth Contest at the 1952 Timonium State Fair.

These exhibits must fit a standard booth which is 4 feet wide, 3 feet deep and 30 inches high at the rear. Any new or improved poultry practice or information on poultry of public interest may be used as a subject. The story is told by means of signs, pictures, models or other material that is adaptable to the subject and booth. The booths are judged by a committee as to their logic, completeness, neatness, and effectiveness for the subject selected. These exhibits are adaptable to use in stores and banks, at picnics, meetings, etc., as well as at fairs and exhibits. Hagerstown, Frederick and other fairs in Maryland, in addition to the State Fair, are sponsoring these booth contests for 4-H and

F.F.A. members.

Top placing booths, clubs showing them, and the subject of each at the 1952 Timonium Fair were:

1. Woodbine 4-H—Carroll County—Brood Healthy Chicks
2. Poolesville 4-H — Montgomery County—A Range Shelter Pays
3. Ballenger 4-H—Frederick County—Egg Structure and Grades
4. Alpha 4-H—Howard County—Produce Quality Eggs
5. Powelville 4-H—Wicomico County—Success Starts with Litter

The Woodbine booth competed with similar state representative booths at the NEPPCO Exposition at Syracuse, New York, September 30-October 2 and won first.

Maryland won first on its booth at the NEPPCO Exposition at Harrisburg, Pa.

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N. E. Calhoun, Ocean View, Del. Helen Carver Hodges, Marion, Md.



Bobby Hutchins (left) and Harold Fonner (right) winners of 4-H Poultry demonstration contest

THE STATE 4-H POULTRY DEMONSTRATION CONTEST

One of the focal points of the 1952 Maryland State Fair was the 4-H poultry demonstration contest. Harold Fonner and Bobby Hutchins from Calvert County won first prize and the right to represent Maryland at the NEPPCO Exposition in Syracuse, N. Y. The demonstration: "Infared Brooding For Better Poultry Management", explained the principle of infared brooding and demonstrated some of the advantages and disadvantages of this type of brooding. Various pieces of equipment, including homemade as well as commercial, were demonstrated.

Hats off to Bobby and Harold and also to W. B. "Vandy" Fanderford and Frank Schindler who worked with the boys to turn the trick.

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MARYLAND 4-H EGG JUDGING CONTEST

Each year at Maryland State Fair—Timonium, a State Egg Judging Contest is held for 4-H Club Members. The object of the contest is to stimulate interest and develop proficiency of farm boys and girls in producing and marketing quality eggs. Suitable prizes are awarded and the three highest scoring contestants are trained by Extension Specialists to compete with other state teams at the Annual Fall Exposition of the Northeastern Poultry Producers' Council.

Each contestant candles and grades 20 eggs according to U. S. grades in a two minute time limit. Also 50 eggs are graded as to size, shell quality, etc., in 3½ minutes. One point is deducted from contestant's score for each egg not judged in the time limit. Contestants are permitted their choice of white or brown eggs.

The Frederick County team, composed of Allen Moore, Joe Zimmerman, and Kenneth Zimmerman as alternate, placed first in the 1952 contest with 333.5 points out of 400.

Allen Moore, of Frederick; Janet Bonin, of Rising Sun; and Joe Zimmerman, of Frederick, will represent Maryland at the Northeastern contest at Syracuse on September 30.

In 1951, the Maryland team, composed of Kent Mayne, Silver Spring; John Coshun, Middleburg; and Charlotte Graham, of Westminster, placed fourth at Harrisburg Exposition.

1—Allen Moore, R. 4, Frederick—Billfold

2—Janet Boning, Rising Sun

3—Joe Zimmerman, R. 4, Frederick—Billfold

4—Austin Armacost, Upperco

5—Kenneth Zimmerman, R. 4, Frederick

6—Wayne McGinnis, White Hall

7—Robert Densmore, Rising Sun

8—Russell Smick, 3016 Arizona Avenue, Baltimore, Maryland



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MARYLAND

QUEEN ANNE'S POULTRY ASSOCIATION

Even though poultry is responsible for a very small part of the agricultural income of Queen Anne's County, the Queen Anne's Poultry Association, primarily through the efforts of Mrs. Calvin Richardson, Mr. John Moffett, Mr. Walter Eby, the county agent, and his assistant, have continued to get increasing interest in poultry among juniors in the county by encouraging them to enter all forms of poultry contests.

There were four entries in the 1952 Maryland Poultry Products Show egg class from Queen Anne's County and they won 8th and 9th.

In the Eastern Shore Junior Chicken of Tomorrow Contest, the four entries from Queen Anne's County are shown below. They are from left to right—Lois Richardson, who placed 7th; Ronald Morris, who placed 11th; Clifton Elburn, who placed 2nd, and Connie Richardson, who placed 3rd.



Also, in the 4-H Queen Anne's County Fair this year there were 98 entries of poultry and 45 entries of eggs.

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Route 3, Rockville, Md.	Route 1, Silver Spring, Md.
Harold H. Kirk <i>Vice-President</i>	McKendree G. Fulks <i>Treasurer</i>
4414 Hewitt Ave., Silver Spring, Md.	Gaithersburg, Md.

Montgomery County, Maryland, is located immediately northwest of the District of Columbia and is often referred to as the living room of the National Capital. It is an area of gently rolling land, largely of the well known chester loam type. These factors, together with our nearness to the large Baltimore market and our moderate climate, afford every opportunity for one to engage in successful poultry business.

Poultry is our second largest industry in the county and is well balanced,



Grand champion Willard Smith receiving ribbon from show queen



Willard Smith, of Princess Anne, showing the N.H. cockerel with which he won first place

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McKendree G. Fulks *Treasurer*
Gaithersburg, Md.

Montgomery County, Maryland, is located immediately northwest of the District of Columbia and is often referred to as the living room of the National Capital. It is an area of gently rolling land, largely of the well known chester loam type. These factors, together with our nearness to the large Baltimore market and our moderate climate, afford every opportunity for one to engage in successful poultry business.

Poultry is our second largest industry in the county and is well balanced.



Grand champion Willard Smith receiving ribbon from show queen



Willard Smith, of Princess Anne, showing the N.H. cockerel with which he won first place

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having a very small number of specialized poultry and egg producers, but almost all farms have moderate size flocks which are well housed and cared for.

There are an adequate number of supply houses including hatcheries that are approved by the University of Maryland where quality chicks can be purchased at any season of the year. Our poultry association is composed of members representing all branches of the industry.

We invite you to pay us a visit at any time it might be convenient.

THE CAROLINE COUNTY POULTRY ASSOCIATION

1952 OFFICERS

<i>President</i>	Harold P. Klahold, Preston
<i>Vice President</i>	Fred D. Puncke, Federalsburg
<i>Secretary</i>	Edward D. Sparks, Ridgely
<i>Treasurer</i>	Claudel E. Wright, Federalsburg

Caroline County contains the geographical center of the Eastern Shore and while it is not the center of the Poultry Industry, it does have a large poultry population. This county, especially since the war, has shown a tremendous increase in the number of broilers raised. At the same time we have continuously strived to keep our quality high.

We believe that if poultry producers will actively support their county association the poultry industry will continue to occupy a position that will be the envy of agriculture as a whole.

The various segments of the poultry industry must realize that in order to have a healthy economy we must all have an adequate profit.

The hatcheryman, the feed dealer, the grower and the processor, if one of these profits at the expense of the other, our poultry industry is going to run into trouble.

The poultry industry has always presented a wonderful front against support prices for poultry. We have done this for numerous reasons and, as a result, we are one segment of agriculture which has not been subjected to production controls by the government. We sincerely hope that the poultry industry will continue to follow this policy.

The main problem facing the poultrymen today is a more efficient marketing system. The sooner we can get away from the unappetizing New York dressed pack and instead, give the housewife an attractive eviscerated kind, the better off we are going to be.

The officers of your county and state poultry organizations are giving large amounts of their time in support of your industry. You, as a producer, should be willing to give a small amount of your time in support of your organization.

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SPECIAL INTEREST

WHAT IS POULTRY

A Growing Crop — Personal Property — Or?

By JOHN FULTON LEWIS

Editor, Maryland Report

421 Equitable Bldg., Baltimore 2, Md.

Maryland's multi-million dollar poultry industry, currently faced with a multitude of economic problems, needs to reappraise its status in the general farm picture if it is to receive a proper reappraisal of its complicated, cumbersome and often inequitable tax structure.

That certainly is the opinion of tax experts and a great many producers feel much the same way though they hesitate to say so in so many words.

Taxation is everybody's headache these days, but to broiler operators on the Eastern Shore, the very mention of the subject has a tendency to "incite to riot" and for some very valid reasons.

The first problem involved is a matter of definition. What is poultry—a growing crop, personal property or —?

Some assessors, a lot of farmers and a few poultrymen would prefer to be classified somewhere beyond the word "or". Assessors in many instances, are just as tired of the headache as are those in the industry. Farmers are afraid any move toward labeling chickens as a "growing crop" would subject all farm products to direct taxation. And there are a few poultrymen who just do not want to be taxed at all and think they have some good sound arguments to support their contention.

The Maryland State Tax Commission considers poultry in the same light that it does farm machinery, livestock or a stationery business—i.e., as an assessable inventory subject to the personal property tax.

From the lofty vantage point of the Tax Commission office in Baltimore, officials have looked toward the heart of the poultry industry in this State—Caroline, Somerset, Wicomico and Worcester counties—and jotted down in their

assessors' manual the following formula:

1 . . . Assessments to be based on the previous twelve months and the number of chickens raised, allowing time for cleaning out and spraying houses between broods.

2 . . . Assessments to allow 12-to-15 cents for the cost per chick and something more for feed until the bird reaches a marketable size which will bring 75-to-80 cents per bird. This should permit placing value at approximately 30 cents on each bird, assuming that broiler house capacity were fully utilized through the year. For producers who only bother with one brood, the Tax Commission allowance is 10 cents and for two broods, 20 cents.

That, in substance, is the State's formula and they think it a fair one despite all the agitation from farmers and assessors in the broiler country.

As so often in the case, such formulas look fine on paper but seldom work well in practice.

In the first place, the formula is supposed to have State-wide application wherever poultry is produced in sufficient volume to be considered a major source of income to the producer. Unfortunately for those in areas of broiler concentration, this is not the case and flocks in counties outside the lower Eastern Shore are seldom, if ever, assessed.

In the second place, when that State formula leaves the environs of Baltimore City it loses its dignity and purpose and becomes just another matter for local interpretation by the time it reaches county assessors.

This inventory basis is fairly well observed in Somerset County. But in Worcester County the basis is convert-

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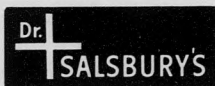
Year after year, growers raise better quality broilers at lower costs, with feeds containing Nitrosal or 3-Nitro powder . . . even when feeds are fortified with Vitamin B₁₂ and Antibiotics. Either product provides faster growth, better feathering and coloring, more profit per bird. Nitrosal also prevents coccidiosis.

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ed to that of broiler house capacity with a flat assessment of 10 cents per fowl whether the producer handles one, two or three flocks annually.

In other words, if a Worcester County poultryman has a house with a 10,000-bird capacity, he is assessed only for that 10,000 potential, though he may well handle 25 or 30 thousand birds a year.

Somerset County farmers, next door to Worcester, pay for all the birds they turn out in a year, so obviously, the "rub" is on.

A dozen miles away in neighboring Wicomico County, assessors interpret the formula much the same as do those in Worcester, but they introduce a new factor—a ten percent allowance for loss due to disease, distraction or despair. On the basis of 90 percent capacity, they then proceed to levy at the rate of 20 cents per bird.

With such variations on both sides of them, Somerset broiler producers are pinched to the breaking point.

That is why legislators from Somerset raised such a howl at the last (1952) session of the General Assembly and plan to do so again this winter in Annapolis.

Assessors predict that the 1953 assessment in Somerset will be adjusted, probably on the basis of 15 cents per bird . . . a partial compromise between the systems employed in Worcester and Wicomico.

Caroline County has somewhat the same program as does Wicomico with a 20-cent per bird assessment based on house capacity.

But for Somerset, the discrepancy between capacity and general annual inventory will still exist.

The use of house capacity as a basis is in direct violation of the State Tax Commission formula but officially they tend to overlook the matter. There has been an unofficial suggestion that the property assessment program on poultry be abolished and a substitute sales levy imposed in much the same way that utility sales are taxed. It is doubtful that poultrymen would like this any

better than they do the present system, but it may be on the agenda before too long.

There is still a further problem.

A recent report from the Department of Agricultural Economics at the University of Maryland on the question of assessing farm buildings points out that in broiler producing counties the inequities reflected in the flock assessment are carried over to the evaluation of buildings.

"In one of the larger broiler producing counties," says the report,* "houses are assessed on the basis of length, in terms of running feet, with rates that vary with depth of the houses. In two other important broiler counties, houses are assessed on the square foot basis, with depreciation calculated and rates used which allow for type of construction.

"Broiler houses in Worcester County are assessed on the basis of capacity at ten cents per bird. If three-fourths of a square foot is allowed per bird, the building assessment would equal about 13 cents per square foot. However, if only one-half of a square foot per bird is provided, the assessment per square foot would be 20 cents.

"Direct comparison of broiler house assessments in Worcester County with those in other counties is not possible because units are valued entirely on the basis of bird capacity . . ."

The issue of assessing broilers is not a problem peculiar to Maryland. Inquiry in other states shows that the program is generally confused. In one New England State, for instance, tax laws are not specific enough and assessors in some townships apply a property tax to poultry, while neighboring farmers are passed over.

West Virginia poultry is treated as livestock or farm machinery and taxed as personal property at a rate not to exceed 50 cents per \$100 valuation. Even this figure is subject to the whim of the electorate which, upon the vote of 60 percent of the citizenry in any given locality, may be changed.

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The truth of the matter lies in the ever-pressing need for a uniform tax assessment program and a formula that is workable.

The inequities that cause consternation in the poultry industry similarly contribute to dissatisfaction among farm home owners in some of our metropolitan counties where farm property assessments are based on urban real estate development. It is similar to the problem which confronts the State educational planners who find it impossible to equalize facilities when one county levies on the basis of high assessments and another on low assessments.

Any examination of the broiler assessment situation indicates that poultrymen must help establish some firm definitions regarding their industry and its place in our economy so that any new formula that may be proposed will have a fair and equal application to all sections where poultry is commercially important.

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Princess Anne, Maryland

Established 1889

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PROMOTING POULTRY IN COMMUNITY SHOWS

By ERNEST T. CULLEN

Chairman, Wicomico Farm and Home Show

The weather and time turned against our plans for promoting poultry in the Wicomico Farm and Home Show this year.

The show is a community affair, covering Wicomico, Worcester and Somerset Counties—their farmers and homemakers. Since these are among Maryland's principal poultry producing counties, we had hoped to build that division of the show to one of its high-lights.

A miniature hurricane—tremendous winds and flooding rains—hit the first night of the show, when we were going to turn the spotlights on poultry.

Here are some of our plans for 1953:

We plan to contact individually all of the hatcheries in the three lower Shore counties and ask them to exhibit as many breeds of chicks as they hatch.

We had 14 boxes of baby chicks this year. Elliott Evans of Indian River Poultry Farms, Ocean View, Del., and Karl Seeger, in charge of the University of Delaware poultry substation at Georgetown, judged the chicks slowly and accurately.

We will hold a poultry fitting and showing contest in 1953. We planned one this year, but the wind blew and rains drove everyone away. Boys from Worcester and Somerset Counties wisely didn't brave the weather, so the show was called off.

The fitting and showing contest has drawn spectators whenever it has been held. And the spectators see cockerels which have been cleaned, lacquered and trained to show. It adds something to the poultry divisions.

Next year we are going to make an effort to have pens of breeding stock of all available major broiler breeds. Some people aren't acquainted with the Cornish-New Hampshire Cross, for example, and we think the complete lineup would be interesting.

Owners of some lines of poultry—bantams and guineas, for instance—love to show their birds. There are always plenty of them come show-time. And we hope they will turn out as strong in 1953 as in '52.

More emphasis should be placed on turkeys. Many people in this territory grow small Beltsville Whites or Broad Breasted Bronze, but turkey pens aren't filled in the show.

Finally—and we think this is very important for proper promotion of poultry in the community show—we will give an award to the best fitted pen of birds. This should cause people to clean up their birds. And this will brighten up a show division that has heretofore been pushed into a dark corner because it wasn't attractive.

IF YOU LOSE MONEY, READ, AND CHECK YOURSELF

By WADE H. RICE

Poultry Department, University of Maryland

MINIMUM Requirements For Broilers For Layers or Breeders

HOUSE

1. Floor Space	7-12 weeks 1 sq. ft.	same
2. Window Space	1 sq. ft. window per 14 sq. ft. floor	1 sq. ft. window per 10 sq. ft. floor
3. Litter	cover litter first 2 days with paper over 2 or more inches dry litter. Stir and add fresh litter to control dampness.	same
4. Roof	Aluminium or aluminum painted roofs to reduce heat in summer	Insulated or lined with aluminum foil to con- serve heat in winter

BROODER

1. Individual Stove	450 chicks maximum per stove	350 chicks per stove maximum
2. Hover Space	7 sq. inches per chick for coal, wood or oil	same
	10 sq. inches per chick for electric or gas	same
3. Central Heat	7 sq. inch per chick no minimum	same same

WATER FOUNTAINS

1. Regular, per 100 chicks	0-2 weeks 20 linear inches* or 2 1-gal. founts	same
	3-12 weeks 40 linear inches* or 2 3-gal. founts	same
2. Automatic Founts	3 to 12 weeks 2 4-inch cups or 1 24-inch* trough more in hot weather	same

FEEDING

- | | | |
|--|---|------|
| 1. Linear Space (all types) per 100 chicks | 100 inches* (chick size) to 2 weeks | same |
| | 175 inches* (intermediate) 3 to 6 weeks | same |
| | 300 inches* (growns) 7 to 12 weeks | same |

MANAGEMENT

- | | | |
|---|---|--------------------------------|
| 1. Draft Stop or Guard | Place 2 to 3 feet from hover edge. Enlarge twice first week. Remove at 10 days | Same or its equivalent |
| a. solid guard for cold weather | | |
| b. wire is O.K. for warm weather | | |
| 2. Temperature | Maintains 95° F. at hover edges 2 inches above floor first 2-3 days. Drop 1° daily to 70° at about 4 weeks. Maintain 70° until heat is discontinued—avoid fluctuations of more than 10° in house temperature in 24 hours if confined after 4th week | |
| 3. Ventilation | Adjust for weather changes to keep litter dry. Give outside range after 2nd week if ranged—avoid down drafts but keep some vents open after 4th week if confined. Provide cross ventilation at floor level in hot weather. | |
| Damp, smelly houses is evidence of improper ventilation | | |
| 4. Lights | 1 15-watt bulb per 200 sq. ft. floor to prevent pileups. May discontinue after roosting starts. | Same throughout growing period |
| 5. Clean | Clean and disinfect fountains daily | same |
| | Empty and clean all feeders daily | same |
| | Remove all caked litter and resurface with fresh litter | same |

NOTE: These **MINIMUM** provisions and management recommendations are based upon the recommendations of the Nutrition Council of the American Feed Manufacturers' Association, Research Studies at Various Agricultural Stations, and experience and observation of the author.

*1 4-ft. trough open to birds on both sides provides 96 linear inches of feeding or drinking space.

SOUTHERN STATES POULTRY MASHES



"Each Supreme in its Field!"

● SUPER LAYING MASH

Designed for layers kept indoors, this 20% protein feed does a first-class job of keeping layers at peak production. Contains all the essential vitamins and minerals plus the new vitamin B12.

● EGG-MAKER

When layers are turned out on range, 20% protein Egg-Maker will supply them with all the nutrients needed for consistently high production. It's enriched with both vitamins and minerals. This feed is especially recommended as a "cost-cutter".

● STARTING & GROWING MASH

Gets your chicks off to a fast, healthy start. Supplies 20% protein plus a wide variety of vitamins and minerals, including the new vitamin B12 and Antibiotics . . . found so effective in speeding growth. Can be fed from hatching until they're ready to lay.

● SOUTHERN STATES "2-FEED" BROILER RAISING PROGRAM

BROILER-MAKER (with Arsanilic Acid)—A 22% protein mixture to be fed during first seven weeks. Contains special formula of "high energy density" to grow birds faster on less feed and at lower cost. Fortified with essential vitamins and minerals including vitamin B12 and Antibiotics.

BROILER-MAKER FINISHER (with Arsanilic Acid)—New 17% protein feed to be fed solely from seven weeks until marketing. Very high in energy density—produces more market weight during last few weeks. Arsanilic Acid in both feeds improves feathering, increases feed efficiency and produces better coloring.

● SUPER BREEDING MASH

Combines high egg production with high hatchability. Supplies 20% protein fortified with minerals and vitamins, including vitamin B12.

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S.S. Hampstead Service

S.S. Rising Sun Service

S.S. Cumberland Service

S.S. Farmers Supply Coop.

S.S. Salisbury Coop.

S.S. Easton Farmers Coop.

S.S. Upper Marlboro Service

S.S. Taneytown Coop.

S.S. Frederick Coop.

S.S. Mt. Airy Coop.

S.S. Towson Coop.
S.S. Woodbine Coop.



Southern States Cooperative

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STATISTICS

CASH RECEIPTS FROM FARM PRODUCTS, MARYLAND, 1951 *

FARM PRODUCTS	RECEIPTS	PERCENT OF TOTAL
Poultry and Poultry Products	\$ 77,671,000	28.80
Dairy Products	64,079,000	23.76
Livestock and Livestock Products	42,580,000	15.79
Fruits and Vegetables	29,996,000	11.12
Field Crops	25,344,000	9.40
Tobacco	18,465,000	6.85
Nursery and Forest Products	11,339,000	4.21
Other Receipts	185,000	.07
Total	\$269,659,000	

* Does not include Government payments of \$1,673,000
SOURCE: BAE, U.S.D.A.

CASH RECEIPTS FROM POULTRY PRODUCTS, MARYLAND, 1951 *

POULTRY PRODUCTS	RECEIPTS	PERCENT OF TOTAL
Broilers	\$ 47,494,000	61.15
Eggs	20,580,000	26.50
Chickens	4,946,000	6.37
Turkeys	3,353,000	4.31
Other	1,298,000	1.67
Total	\$ 77,671,000	

* Not including Government payments.
SOURCE: BAE, U.S.D.A.

These show Maryland poultry income and comparative tax payments. What are comparative appropriations for poultry?

MARYLAND POULTRY STATISTICS

Table 1—No. of Layers and Egg Production by Months
United States — 1951-1952 (to Oct. 1)

Month	Ave. No. layers on hand during mo. (Thousands)		Eggs Produced per 100 layers during the mo. (No.)		Total Production Total Egg Prod. million eggs	
	1951	1952	1951	1952	1951	1952
January	376,277	387,637	1,347	1,395	5,070	5,407
February	368,130	378,316	1,405	1,511	5,173	5,715
March	354,899	363,214	1,735	1,773	6,156	6,441
April	337,543	344,201	1,789	1,799	6,040	6,192
May	319,951	326,213	1,838	1,834	5,881	5,983
June	304,005	308,636	1,664	1,630	5,060	5,032
July	290,962	294,569	1,561	1,515	4,543	4,463
August	290,916	296,560	1,413	1,401	4,112	4,155
September	316,543		1,246		3,943	
October	352,643		1,202		4,240	
November	376,971		1,153		4,345	
December	387,974		1,235		4,793	
Total for year					59,356	

Table 2—Chickens and Eggs
Hens and Pullets, Rate of Lay and Egg Production, Maryland, 1941-1952*

Year	Hens and Pullets Jan. 1 ¹	Ave. Layers during year	RATE OF LAY per hen and pullets on farms Jan. 1 (number)	per layer during year	Eggs Produced during year (millions)
1941	3,309	2,608	113	143	373
1942	3,710	2,954	114	143	422
1943	4,002	3,070	111	144	443
1944	4,463	3,385	113	149	505
1945	4,149	3,227	118	152	490
1946	4,188	3,226	121	157	507
1947	3,975	3,193	126	157	500
1948	3,868	3,135	131	161	506
1949	3,686	3,068	140	168	516
1950	3,842	3,171	136	165	524
1951 ³	3,670	3,147	142	166	522
1952 ³	3,704	—	—	—	—

Table 3—Turkeys
Farm Production, Disposition and Income, Maryland, 1941-1951*

Year	All turkey produced on farms		Turkeys consumed on farms		Turkeys sold	
	Number	Value	Number	Value	Number	Value
	Thousands	Dollars (Thousands)	Thousands	Dollars (Thousands)	Thousands	Dollars (Thousands)
1941	401	1,570	16	63	384	1,503
1942	400	2,118	11	58	397	2,101
1943	360	2,157	12	72	357	2,138
1944	423	2,822	10	67	402	2,682
1945	485	3,213	11	75	463	3,138
1946	462	3,550	12	90	462	3,460
1947	393	2,996	12	89	393	2,907
1948	318	3,057	13	124	308	2,933
1949	413	3,102	12	91	398	3,011
1950	435	3,220	13	98	416	3,122
1951 ²	457	3,437	11	84	439	3,353

Table 4—Turkeys

Number and Value on Farms, Maryland, January 1, 1941-1952*

Year	Number Thousands	Value per head (Dollars)	Total Value (Dollars) Thousands
1941	77	2.95	227
1942	78	3.70	289
1943	70	5.50	385
1944	61	6.10	372
1945	72	7.00	504
1946	83	6.90	573
1947	71	7.00	497
1948	59	8.00	472
1949	56	10.00	560
1950	59	7.00	413
1951	65	6.80	442
1952 ¹	72	7.50	540

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Table 5—Commercial Broilers
Production, Price and Income, Maryland, 1941-1951*

Year	Number Produced (000 omitted)	Pounds Produced (000 omitted)	Price per lb. Cents	Gross Income Dollars (000 omitted)
1941	23,000	69,000	17.6	12,144
1942	28,000	92,400	22.3	20,605
1943	34,000	108,800	28.3	30,790
1944	30,000	96,000	27.6	26,496
1945	39,900	127,680	28.1	35,878
1946	31,122	99,590	30.1	29,977
1947	34,545	110,544	29.7	32,832
1948	38,345	122,704	34.7	42,578
1949	48,315	149,776	27.0	40,440
1950	54,596	163,788	26.0	42,585
1951	58,418	175,254	27.1	47,494

Table 5-B—Broiler Chicks Placed and Broilers Marketed In 1952
To Oct. 1 in Delmarva Area

Month	Chicks Placed	Broilers Marketed
January	10,572,000	11,149,000
February	13,370,000	10,595,000
*March	15,470,000	14,014,000
April	8,806,000	11,050,000
*May	11,088,000	16,078,000
June	9,261,000	12,332,000
July	8,816,000	12,074,000
*August	9,636,000	12,854,000
September	8,895,000	9,619,000
*5 weeks		

Table 6
Production and Consumption of Chicken Meat and Egg Consumption in
United States—1941-1951*

Year	Production of Broilers million lbs. lv. wt.	Domestic Civilian ¹ Disap- pearance N. Y. Dressed	U. S. Pop- ulation, July 1 (Mils.)	Per Capita ² Consump. lbs. Non- Farm	Farm Chickens	% Broiler are of total Consump.	Total Chickens lbs. per capita	No. of Eggs Consumed Per Capita
1941	560	2715	134.2	8.0	75.0	17.0	20.5	309
1942	674	3097	135.7	8.0	74.0	18.0	23.4	316
1943	833	3959	137.6	7.0	75.0	18.0	30.5	345
1944	790	3491	139.3	7.0	75.0	18.0	27.0	352
1945	1107	3726	140.8	7.0	71.0	22.0	28.7	400
1946	844	3584	142.3	7.0	73.0	20.0	25.7	377
1947	936	3369	145.0	7.0	71.0	22.0	23.5	381
1948	1127	3379	147.5	6.0	65.0	29.0	23.1	387
1949	1570	3732	150.0	6.0	60.0	34.0	25.1	381
1950	1938	3996	152.6	6.0	54.0	40.0	26.4	386
1951	2419	4374	155.2	5.0	51.0	44.0	28.8	397
1952 Est.	—	4556	157.9	—	—	—	29.5	406

TURKEYS

GARRETT, MARYLAND'S TOP TURKEY COUNTY

By MORLEY A. JULL
University of Maryland

In 1952, Maryland produced its record crop of turkeys, about 529,000. This represents an increase of approximately 15 percent over the 1951 crop of about 460,000. During each of the past four years there has been an increase in numbers raised, 438,000 in 1950, as compared with 417,000 in 1949.

A comparison of numbers raised, however, does not give an accurate comparison of the pounds of turkey meat produced for different years. For instance, in 1952 Beltsville Whites constituted 26 percent of all turkeys raised, whereas, in 1951 Beltsville Whites constituted 23 percent of all turkeys raised.

Garrett County is by far the leading turkey-producing county in Maryland. The latest data available on turkey

production by counties are those of the 1949 U. S. Census. The relative standing of the counties have probably not changed much since 1949. Garrett County produces about 15 percent of Maryland's annual crop of turkeys. Baltimore County is second with about 11 percent. Talbot, Frederick, Howard and Carroll counties each produces between 6.5 and 7 percent, St. Mary's and Montgomery counties between 5.5 and 6 percent, Anne Arundel, Wicomico, and Washington counties each between 3.5 and 4 percent, Worcester, Caroline, Dorchester, Queen Anne's, Harford, and Cecil counties each between 2 and 3 percent, and Kent, Prince George's, Charles, Calvert, and Allegany counties each less than 2 percent of the total numbers raised.

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TURKEY BREEDING AT THE UNIVERSITY OF MARYLAND

By C. S. SHAFFNER

Poultry Department, University of Maryland

The development of the Beltsville White strain of turkey not only supplied the industry with a valuable bird but also served to emphasize the fact that turkeys can be bred to reproduce more efficiently. The Beltsvilles lay considerably more eggs with a high degree of fertility than most any other breed of turkeys. On the other hand, the Broad-Breasted Bronze, because of its very rapid rate of growth, is known to be one of the most efficient birds in converting feed to human food. The Bronze turkey unfortunately does not lay as well as the Beltsville and a rather large percentage of their eggs do not hatch. This failure in hatching has in the past been thought to be the result of poor fertility as a result of failure to mate. Recent reports indicate that this failure to hatch is probably not infertility but rather early embryonic mortality. Many eggs are fertile but the embryo dies in the early stages of development and hence the eggs have appeared infertile.

With the above points in mind, a turkey breeding program has been instigated in the Poultry Department of the University of Maryland attempting to produce a strain of white turkeys combining very rapid growth rate with an efficient rate of reproduction. The breeders are selected on the basis of their individual conformation, color, and growth rate from among the progeny of dams that exhibited high egg production, fertility, and hatchability. Each

year approximately 1000 poults from this stock are reared in confinement on slatted floors.

To date the results have been quite encouraging. In the spring of 1952, the progeny selected as prospective breeders weighed an average of 1.16 pounds when 4 weeks of age and at 20 weeks, the females weighed 10.1 pounds and the male 15.1 pounds. This growth rate is considerably higher than we have experienced with pure Beltsville but perhaps not as high as one would expect from a rapid-growing strain of large Bronze birds. The dams whose progeny was selected produced an average of 36 poults during the 70 days when the production and hatchability records were being secured. To produce this number of poults, the hens must have had an egg production of 70 percent and a hatch of 70 percent of all eggs.

Since all the birds in this project are reared on slatted floors, all breeders have been exposed to this hazard without developing crooked hocks or sore feet. While it has not been proved that breeding will reduce the hazard from rearing on slatted floors, it appears that in this stock there has been less trouble each year from this cause. This seems to indicate that by selection it may be possible to produce a strain of turkeys better adapted to confinement rearing than strains unselected for this trait.

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How to Increase Egg Yield Through Controlled Feeding



by
C. E. LEE

Director of Poultry, Game Bird and
Small Animal Research

The most effective way to increase profits on the poultry farm is to raise production per bird. Your aim is to get the most eggs out of the birds you have. If this is the case, higher production and greater profits then depend largely or entirely on your ability as a feeder and your choice of rations.

FEEDING PLAN MUST BE FLEXIBLE

Unless you have a program that is truly flexible, you are not going to be able to meet the changing needs of birds of different breeds and ages, variations in seasonal temperatures and weather, and changes in level of egg production and in body weight.

For example, R. I. Reds need more carbohydrates than New Hampshire X Barred Rock Crosses—both need more than purebred Barred Rocks.

Age is another factor which is important. Pullets should be fed more heavily on carbohydrates, while old hens should have less. Old hens are likely to get fat and production will suffer if hard abdominal fat is accumulated.

Seasonal temperatures affect the need for more or less heat units and therefore influence particularly the carbohydrate and fat intake which the birds should have.

Likewise, it makes a very great deal of difference whether your birds are laying at 10% production or 80% production as to their requirements of proteins, vitamins and other nutritional elements.

It is also necessary to check body weight. It has been found that when you can keep pullets gaining at the rate of .05 to .1 of a pound or more per week from the time they are housed until they reach mature weight you will have relatively little trouble in keeping egg production at a satisfactory level.

This, then is Controlled Feeding, which may be achieved either with mash, pellets and scratch grains or mash and pellets (two distinct programs). The *all-mash* and *pellet* program is recommended primarily for use with automatic feeders. Following either program will insure flexibility to meet changes in your flock, as discussed above. The complete programs are available in chart form at your nearest Beacon dealer. Or write for your free copy to The Beacon Milling Company, Box 22, Cayuga, N. Y.

